GULF OIL CANADA LIMITED
1972 Annual Report

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Contents

Annual Meeting

The Annual Meeting of Shareholders will be held in the Ballroom of the Royal York Hotel, Toronto, at 2:00 p.m. E.S.T., April 26, 1973.

FRONT COVER
Units of Gulf Canada's new Edmonton Refinery are reflected in water storage pool.

On peut obtenir ce rapport annuel en français sur demande.

Eskimo seismic operators lay geophones in −48° F. temperature on sea ice off Ellef Ringnes Island in the high Arctic.

Highlights of operations

Financial

	1972	1971
Earnings for the year	$ 64,439,000	$ 49,129,000
Per share	$ 1.42	$ 1.08
Earnings before extraordinary items	$ 64,439,000	$ 53,775,000
Per share	$ 1.42	$ 1.18
Total dividends to shareholders	$ 27,281,000	$ 27,265,000
Rate per share at year-end	$ .60	$ .60
Shareholders' equity at year-end	$741,986,000	$704,281,000
Per share	$ 16.31	$ 15.50
Capital expenditures	$ 60,827,000	$ 93,115,000
Working capital	$261,331,000	$192,861,000
Long term debt	$195,386,000	$199,297,000

Operating

	Barrels per day	
Net crude oil and natural gas liquids produced	114,000	100,000
Crude oil processed by and for the Company	297,000	255,000
Refined products sold	245,000	228,000
	Thousands of cubic feet per day	
Net natural gas produced and sold	448,000	466,000
	Pounds per day	
Petrochemical sales	2,159,000	1,836,000

Report to the shareholders

Gulf Canada's consolidated net earnings in 1972 reached a record $64.4 million, an improvement of $15.3 million over the $49.1 million earned in 1971. Per share earnings in 1972 amounted to $1.42, compared with $1.08 the previous year. The 1971 results were after an extraordinary charge of $4.7 million or ten cents per share.

The 1972 results reflected improved revenues as a result of higher volumes in most areas of operations and relatively firm product prices. Higher investment and sundry income, as well as increased gains on disposal of capital assets, also made significant contributions. Partially offsetting the improvements were higher general operating expenses and a substantial increase in exploration expenditures as a result of the programs being conducted in the Mackenzie Delta and East Coast offshore areas.

In spite of the marked improvement in earnings in 1972, return on shareholders' equity of $742 million was only 8.7 percent. This level must be considered inadequate because of the rising investment required to continue to do business and the extremely high risk involved in exploration and development on Canada's remote frontiers.

Details of financial and operating results appear later in this report.

In 1972 total industry production of crude oil and natural gas liquids in Canada reached a record 1.8 million barrels per day, a 16 percent increase over the previous year; exports to the United States increased by 27 percent over 1971 and averaged over one million barrels per day. Domestic demand for Canadian and imported refinery feedstocks was up ten percent to an average of 1.5 million barrels per day, while refined petroleum product sales in 1972 also rose to 1.5 million barrels per day, a gain of five percent over the previous year.

Canadian natural gas sales in 1972 reached a record 6.3 billion cubic feet per day, an increase of twelve percent over 1971. Exports to the United States accounted for 2.8 billion cubic feet per day of this total, a gain of eleven percent.

During the year the Alberta government announced its policy with regard to the pricing of natural gas and increased royalties and/or taxes on petroleum. The effect of these and other increasing costs was reflected in the recent industry-wide increases in wellhead prices of crude oil, and subsequent advances in prices of gasolines and heating fuels across Canada. It is clear that the rising inflationary pressures to which the petroleum industry has long been subjected are finally being reflected in higher prices. Compared with other commodities, however, the prices of petroleum products and of natural gas have advanced only modestly over an extended period of time.

Much has been heard recently about the "energy crisis" in the world generally, and on the North American continent specifically. Canada is fortunate to be the only developed nation in the free world which possesses indigenous reserves of fossil fuels and uranium in excess of its foreseeable domestic requirements.

During the past decade Canadian crude oil and natural gas have been exported to markets in the northern United States, while Canadian requirements east of the Ottawa Valley were met through relatively lower-cost imports of foreign crude oil. However, in common with the rest of the world, all parts of Canada are now facing rapidly accelerating costs of energy, which has for a long time been one of the most stable and least expensive of the necessities of life.

These advancing costs are due to a number of factors, among them the rapid growth of demand for energy supplies on a world-wide scale, the rising costs of finding and developing energy resources in the more remote and inaccessible regions of the world, the increasing demands of the major petroleum-producing countries of the Middle East and Africa for a larger share of revenues and ownership, and a profusion of governmental regulations regarding environmental matters affecting the development of energy resources.

Petroleum and natural gas together supply the major part of Canada's energy requirements and will continue to do so for the foreseeable future. The total demand for Canadian petroleum and natural gas is made up of rising domestic requirements and a rapidly expanding export market in the United States. As a result, Canada is not faced with an energy crisis but with an opportunity and challenge to develop her previously uneconomic potential reserves in northern and offshore frontier areas and in the extensive Athabasca tar sand deposits. To accomplish these complex and costly undertakings, access to large export markets is indispensable since the domestic market alone cannot provide sufficient incentive to justify the risks and investment involved.

The question of timing is most important. Given the insatiable demand for energy as a prerequisite to continuing economic growth, Canada's potential reserves of petroleum and natural gas in the frontier areas must be developed when required and economically feasible. If such developments are unduly delayed, the potential export markets may be irretrievably lost to other sources of supply or to other types of energy.

Further, production from Canada's proven hydrocarbon reserves in Western Canada is expected to reach a peak by the mid-seventies and then experience a gradual decline. While the potential reserves in Canada's frontier areas are estimated to be more than sufficient to satisfy domestic needs for many years to come, there is little likelihood that they will be discovered, developed, and available for domestic consumption when required without the continuation of the economic stimulus

of the large prospective export markets in the United States.

Exports of crude oil and natural gas have become an increasingly significant part of Canada's external trade. In 1972 some $1.3 billion worth of these commodities was exported to the United States, representing about nine percent of our exports to that country, which received over two-thirds of Canada's total merchandise exports.

The urgent need for early discoveries and development of the potential reserves of oil and gas in the remote frontier areas is highlighted by the fact that Canada's present domestic and export requirements for energy resources are rapidly approaching the maximum producibility of the existing fields in Western Canada. For some years the export of natural gas from Canada has been limited to a volume deemed by the National Energy Board to be surplus to Canada's present and foreseeable future requirements. More recently, effective March 1, 1973, the government has imposed similar restrictions on the export of crude oil. If large new discoveries are not made and developed at an early date, these export restrictions may severely limit oil and gas production in the near term, with serious consequences to Canada's external trade and balance of payments with the United States as well as to the economic health of the industry.

J. R. Gordon and V. W. Scully retired from the Board of Directors during 1972 after long periods of valued service. Newly-appointed Directors were R. J. Butler, President and Chief Executive Officer of The T. Eaton Co. Limited, and J. Peter Gordon, President of The Steel Company of Canada, Limited.

Also during the year H. W. Peterson was elected Vice-President — Chemicals, with headquarters in Lachine, Quebec, succeeding R. C. Beal, who became Vice-President of Gulf Oil Company — Eastern Hemisphere, London, England. J. A. Harvie succeeded J. W. Morgan as Vice-President — Supply and Transportation on Mr. Morgan's retirement after over 33 years of service. Following Mr. Harvie's resignation on February 1, 1973, to join a pipeline consortium, J. F. Runnalls was appointed as his successor.

In recent years the Company has been hard pressed to show an adequate return on investment and, in a concerted human effort to contribute to earnings, employees responded to a challenge to improve their productivity. During this difficult period some Gulf Canada operations were reduced or consolidated because of economic factors and these economies resulted in many staff changes and reorganizations. It is in large measure due to the diligence and perseverance of our 10,000 men and women that Gulf Canada was able to report such a gratifying improvement in 1972 earnings.

It is also noteworthy that external demands have become more challenging to all of us in recent years. While the classic goals of profits and growth continue as always, special objectives such as social responsibility, conservation and greater humanity are gaining new importance. To meet these challenges is an ambitious endeavor, and we are grateful to and proud of the many Gulf Canada people in all parts of Canada who are participating in these efforts.

President Jerry McAfee and Board Chairman C. D. Shepard congratulate employees at one of the annual 25-year-service dinners. Over 200 employees were honored in 1972.

On behalf of the Board,

C. D. Shepard,
Chairman of the Board.

Jerry McAfee,
President.

Toronto, Ontario, March 23, 1973.

Exploration and production

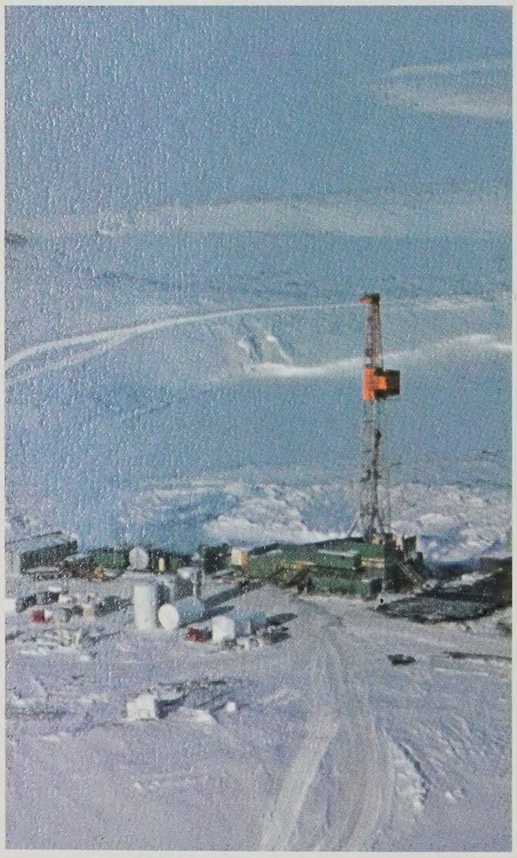
Major capital expenditures made in 1972 and preceding years, as part of the Company's program to take advantage of the production potential of high reserve fields, resulted in record production levels. Net production of crude oil and natural gas liquids averaged almost 114,000 barrels daily, an increase of 14 percent over 1971. Sales of natural gas averaged 448 net million cubic feet daily, a decline of 18 million cubic feet daily from 1971 due mainly to the sale of the Company's Turner Valley properties.

Several capital programs in Alberta, completed or authorized during 1972, will further enlarge future production potential. A new plant at Fort Saskatchewan, on stream since late Summer, is providing facilities to fractionate liquid petroleum gas products from streams in which the Company has varying interests. Gulf Canada's share in the 25,000 barrel-per-day complex, 18 miles from Edmonton, is 31 percent. In a related operation, facilities are being added at the Gulf-operated and 50-percent-owned Strachan plant to remove natural gas liquids, which will also be pipelined to Fort Saskatchewan for the separation of propane and butane. Other projects include a large miscible flood project for the South Swan Hills field in which Gulf Canada has a major interest, and an expansion of the Nevis gas plant where, at year-end, construction had started on additional facilities in oil fields served by the plant. This $17-million Nevis project will remove present limitations on crude oil production when it begins operating near the end of 1974.

Three major agreements finalized during the year will have a significant effect on Gulf Canada's future exploration efforts:

In the first quarter the Company's frontier acreage position was improved through a major farm-in from Global Marine Arctic in the Arctic Islands. Under this agreement, Gulf Canada will reimburse Global Marine for past expenditures and conduct exploratory work to earn a 25 percent interest in 6.5 million acres, most of which are located in the Sverdrup Basin. Gulf Canada will share this undertaking with Gulf Oil Corporation as part of a joint venture agreement made in 1971. As a direct result, the Company is participating in a wildcat test on Linckens Island and in a winter seismic program.

In the third quarter a joint exploration agreement was concluded with Pan Ocean Oil Corporation involving a total expenditure of $21.5 million over four years on 1.7 million net acres of Gulf Canada leases in Alberta and northeastern British Columbia. Pan Ocean will earn a 25 percent interest by spending $17 million of the total $21.5 million program, which covers 50 to 60 exploratory projects emphasizing deep-gas prospects along the foothills. Gulf Canada will retain full technical and operating control of the project and to date has programmed ten wells costing over $5 million.



Above: The Parson's Lake wildcat well was the Company's first discovery in the Arctic. Right: In November on Canada's East Coast, the semi-submersible rig *Sedco J* began its first joint Gulf-Mobil wildcat well on a ten-million-acre block of Grand Banks holdings.

An agreement made late in the year with Alberta and Southern Gas and Pacific Lighting Gas Development will help finance Gulf Canada's share of Mackenzie Delta exploration and development for at least five years. Gulf Canada will receive interest-free cash advances up to $60 million, with additional loans upon granting of gas export and pipeline project approvals, against gas reserves discovered in the Delta. The Company will dedicate to the purchasing companies all reserves which may be developed in its Reindeer acreage in the Mackenzie Delta up to four trillion cubic feet, with a further option of up to two trillion cubic feet at prices equal to the best prices being paid under any sales contract in the area at that time.

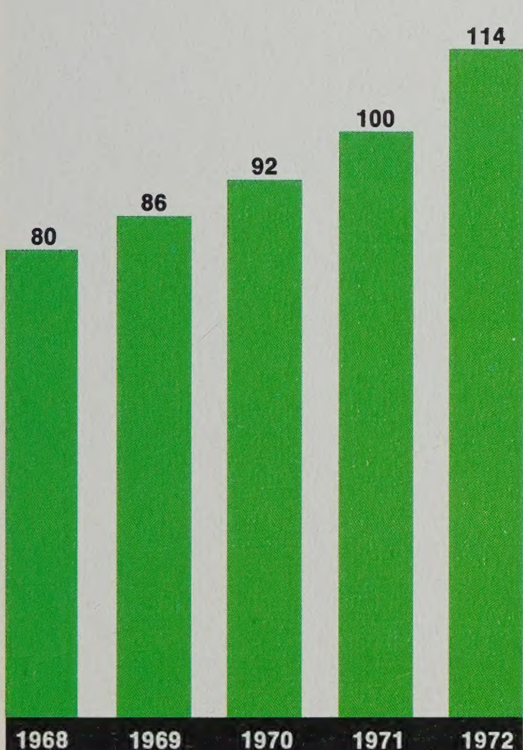
The 1972 drilling program resulted in a gas condensate discovery at Parson's Lake in the Mackenzie Delta and a Mississippian gas find at the 45 percent-interest Gulf-operated Stolberg well in the Alberta foothills, which is currently being followed up by further development drilling. In the Mackenzie Delta, where operations are now supported by a base camp 60 miles north of Inuvik, geophysical work continued during the Summer and Fall and a third rig was barged in to drill a well on acreage in which Gulf Canada holds a one-third interest. Two additional rigs are currently drilling on 75 percent-interest acreage while two other 75 percent-interest wildcats were abandoned in late Fall, one of which encountered non-commercial gas shows. In co-operation with federal and territorial governments, the Company has initiated an aggressive program to employ native workers in this area through Company contractors.

Under the joint venture agreement with Gulf Oil Corporation, extensive geophysical surveys in the Beaufort Sea and Arctic Islands have delineated several favorable prospects for drilling in 1973 and beyond. The first three wells on Panarctic farm-in agreements were unsuccessful but earned the Company over 111,000 net acres on Ellef Ringnes and Amund Ringnes Islands in the high Arctic.

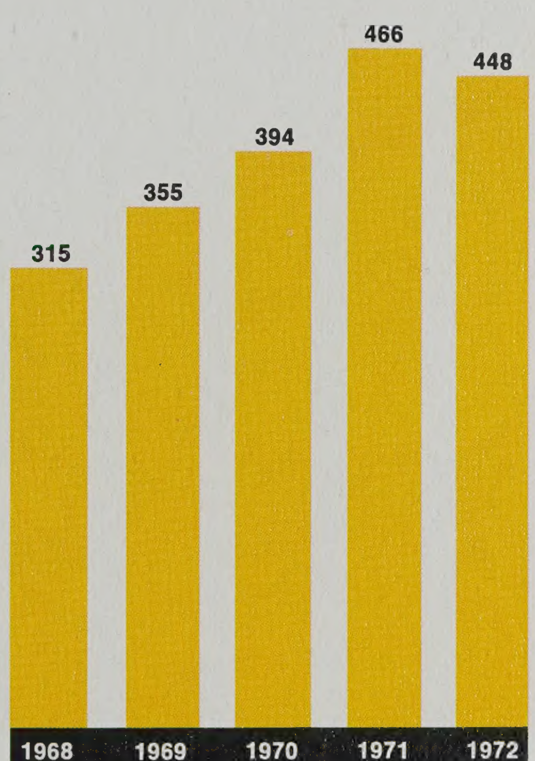
Under the 1970 joint-interest agreement with Mobil Oil, the first offshore well was begun in late Fall on the Grand Banks where Gulf Canada has a 25 percent interest in a ten-million acre block. This well, about 215 miles east of St. John's, Newfoundland, was temporarily abandoned at about 4,100 feet due to unfavorable ice conditions and will be re-entered and deepened this Summer.

In addition to the 24 net wildcat and development completions during 1972, 46 cost-free wells to Gulf Canada were drilled by other companies under evaluation farm-out agreements. Gulf Canada's net land holdings at year-end of 24.1 million acres were about 3.4 million acres lower than last year, largely due to relinquishments of offshore acreage.

NET CRUDE AND NATURAL GAS LIQUIDS PRODUCED
Thousands of Barrels Per Day



NET NATURAL GAS PRODUCED AND SOLD
Millions of Cubic Feet Per Day



WELL COMPLETION DATA

	1972	1971	1970	1969	1968
Exploratory					
Gross wells	1972	1971	1970	1969	1968
Successful – oil	—	—	—	—	8
– gas	3	2	2	3	4
Dry holes	19	13	12	17	22
Total	22	15	14	20	34
Net wells					
Successful – oil	—	—	—	—	7
– gas	2	2	1	2	2
Dry holes	11	10	6	9	13
Total	13	12	7	11	22
Development					
Gross wells	1972	1971	1970	1969	1968
Successful – oil	35	39	10	51	60
– gas	11	14	33	30	39
Suspended	—	—	—	2	—
Dry holes	6	14	3	13	9
Total	52	67	46	96	108
Net wells					
Successful – oil	5	12	3	22	35
– gas	3	3	9	6	5
Suspended	—	—	—	1	—
Dry holes	3	6	1	4	3
Total	11	21	13	33	43

ESTIMATED RECOVERABLE RESERVES BEFORE DEDUCTING ROYALTIES AS AT DECEMBER 31, 1972

Crude oil and natural gas liquids (millions of barrels)	555
Marketable natural gas (trillions of cubic feet)	3.1
Sulphur (millions of long tons)	5.5

No reserves in remote frontier areas are included.

Refining

With the new refineries at Point Tupper and Edmonton and Prairie asphalt plants at Moose Jaw and Calgary completing their first full year of operation, crude throughput in 1972 reached an all-time high of 108 million barrels, a 20 percent increase over the previous year. Overall crude capacity used was 90.2 percent, compared with 88.9 percent in 1971.

A fire at Point Tupper Refinery resulted in the loss of 600,000 barrels of crude throughput just prior to the year-end. Temporary repairs permitted resumption of partial operation by the first week in January, and by late February the refinery had returned to normal production. By using inventory and alternate supply arrangements, all customer demands were met without interruption.

Operation of the deepwater ocean terminal at Point Tupper is now routine. Over 300 ships were handled up to the end of 1972, including several supertankers of the 250,000-plus deadweight-ton class.

At Clarkson Refinery, repair of the alkylation unit was completed during the Spring turnaround and the rebuilt unit is now performing smoothly. Field construction of a new Hydrobon/Platformer began in September. This \$10-million reforming unit, the first of its kind in Canada to have a continuous regeneration process, will be capable of processing 10,000 barrels per day and will provide the refinery with additional high octane gasoline necessary to meet possible future demands for low-lead gasoline. It is scheduled for a mid-1973 completion. At Montreal East Refinery, construction of a new bio-oxidation plant for water effluent treatment is well advanced, with start-up planned for early 1973.

New facilities at Edmonton Refinery are now producing aviation gasoline to supply a growing national market; jet fuel from the refinery is also supplied to the Calgary airport via the Alberta Products Pipe Line system. A large waste-heat boiler is being planned for Edmonton to help the refinery meet the new and more stringent provincial environmental requirements which are scheduled to become effective at the beginning of 1975.

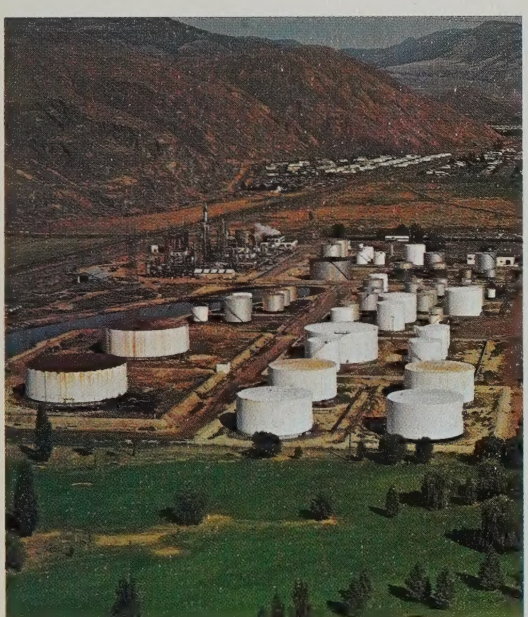
Operating for the first full year, the refineries at Edmonton (above) and Point Tupper (right) were mainly responsible for a record processing throughput in 1972.

CRUDE PROCESSING CAPACITY

	Barrels per stream day
Point Tupper, Nova Scotia	87,000
Montreal East, Quebec	75,000
Clarkson, Ontario	61,500
Moose Jaw, Saskatchewan*	11,500
Calgary, Alberta*	7,500
Edmonton, Alberta	80,000
Kamloops, British Columbia	6,500
Port Moody, British Columbia	32,000
Total	361,000

*Asphalt plants.

CRUDE OIL PROCESSED BY AND FOR THE COMPANY
Thousands of Barrels Per Day



An unusual method of disposal of waste products was effected during the year at the Company's Kamloops Refinery (above) where left-over solutions from the cracking process are now used by a local pulp mill. Right: A Hydrobon/Platformer unit being built at Clarkson will improve Gulf Canada's ability to produce high quality gasolines.

Supply and transportation

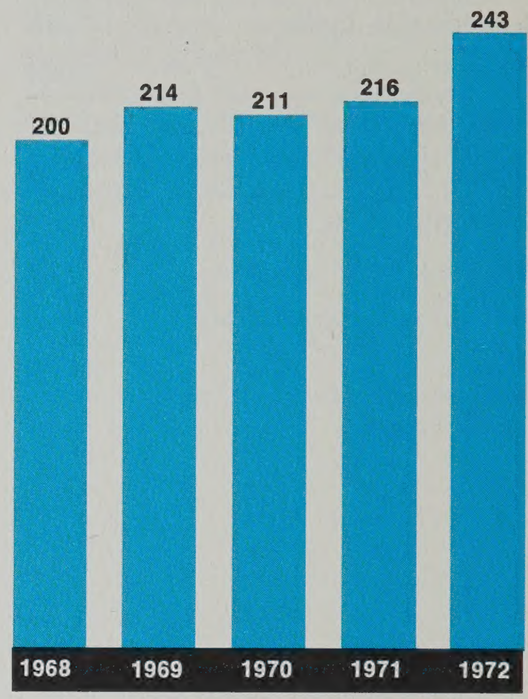
Upward pressure on crude petroleum prices was exerted throughout the year by growing demands for Canadian crude oil and natural gas liquids, provisions for increased royalties to the Alberta Government, and higher exploration costs, particularly in the frontier areas. In November, general price increases amounting to ten cents per barrel on crude oil and 20 cents per barrel on condensate and natural gasoline were posted. Earlier in 1972, the prices of imported crude oil were raised as a result of governmental action in the source countries.

The demand and price for sulphur stabilized late in the year and some price improvement is expected in 1973.

On February 15, 1972, the Canadian Government introduced a new cost factor by imposing the Maritime Pollution Claims Fund Levy of 15 cents per short ton (approximately 2¼ cents per barrel) on ship cargoes of over 1,000 tons of crude oil and petroleum products shipped to or from Canadian ports.

In 1972 the Company's pipeline systems in Western Canada moved 54 million barrels of crude oil and products, 15 percent more than in 1971. During the year Gulf Canada built and commenced operating a $4-million pipeline system to move propane, butane and condensate from the Fort Saskatchewan fractionation plant to Edmonton.
The Company continues to take an active part in Arctic pipeline feasibility studies being undertaken by Mackenzie Valley Pipe Line Research Limited. In June, the Company joined Canadian Arctic Gas Study Limited, the 25-company consortium which is preparing to make application in 1973 for a large-diameter gas pipeline to move gas from the Mackenzie Delta and Prudhoe Bay, Alaska, to markets in Eastern Canada and the United States.

CRUDE OIL AND REFINED PRODUCTS TRANSPORTED
Millions of Barrels



When the supertanker *Universe Japan* docked at Point Tupper Refinery on February 25, 1972, she became the largest ship ever to be handled at any western hemisphere port. The dock's efficient unloading and pipeline system (right) delivered the 2.4 million barrels of crude oil, almost one month's supply, to refinery storage in less than 48 hours.

Chemicals

Revenues from sales of chemical products were 16 percent lower than in 1971. The decline was a result of the closure or sale of a number of unprofitable operations when it became apparent that there was no reasonable prospect of avoiding further heavy losses if these operations were continued.

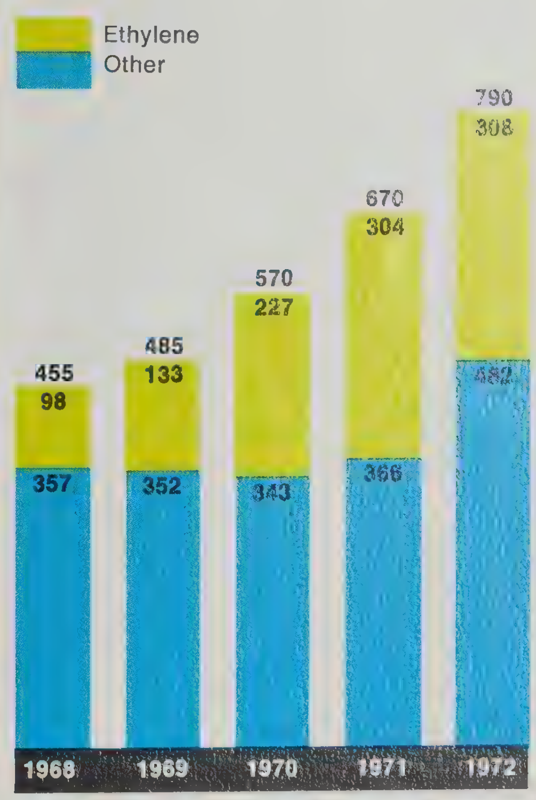
Negotiations for the sale of the polyvinyl chloride operations to B. F. Goodrich were successfully concluded and this company, one of Canada's largest producers of polyvinyl chloride, took over these facilities at Shawinigan in May. Gulf Canada has announced its intention to close its converted plastics manufacturing plant at Ste. Thérèse early in 1973.

Further curtailment measures during the year included the divestment of related affiliated company operations, termination of research activities at Ste. Anne de Bellevue, relocation of Chemicals headquarters and marketing staff from Montreal to Lachine, and streamlining of management, administrative and marketing functions.

The cutback in chemicals operations necessitated a substantial decrease in personnel employed in the Chemicals Department. Gulf Canada has made every effort to find alternative employment for its affected employees, both within and outside the Company and, where separation has been necessary, a generous termination plan was implemented.

Although the reduced scale of chemicals operations provides a greater capability for improvement in contribution to Company earnings than would have been possible previously, industry conditions continue to be unfavorable for the realization of a satisfactory level of profitability. The Varennes petrochemical operations, in particular, have been subjected to a rapid rise in feedstock costs, while the Company's ability to achieve commensurate increases in prices is inhibited by ready access of low-cost imported products to the Canadian market. Throughout the year efforts to improve profitability of petrochemical operations have included negotiations with major customers and the prospect of a large sale of feedstock to a proposed polypropylene plant.

PETROCHEMICAL SALES
Millions of Pounds



A profitable venture since opening over two decades ago, the Company's Montreal East petrochemicals plant produces phenol, acetone, and derivatives.

Marketing

Volumes of petroleum product sales in 1972 were up 8.1 percent over last year with significant gains in middle distillate and jet fuel categories. While retail gasoline volumes improved, sales were adversely affected by competition from price discounters in Eastern Canada's motorist market.

Gulf Canada's retail network continued to be strengthened by the phasing out and consolidation of older non-viable facilities and the construction of new service centres, car washes, and self-service outlets. Many customers have been attracted by the self-serve concept and an expansion of this marketing style is expected.

Motorists responded enthusiastically to three service station promotions in which glassware, china, and stainless steel flatware were offered at attractive prices with gasoline purchases. The Gulf Canada dealer organization strongly supports this type of promotion to win new customers.

The chain of Wayfare restaurants, located on Canada's main tourist routes in conjunction with highway service stations, has been further expanded with the opening of eight new restaurants and the modernization and expansion of four other units.

In Western Canada, nine outlets were added to the Company's growing number of large rural centres where the customer can purchase at one location a wide variety of farm supplies in addition to his petroleum requirements. Seven home comfort centres were opened as part of a continuing effort to gain a larger share of the home heat market.

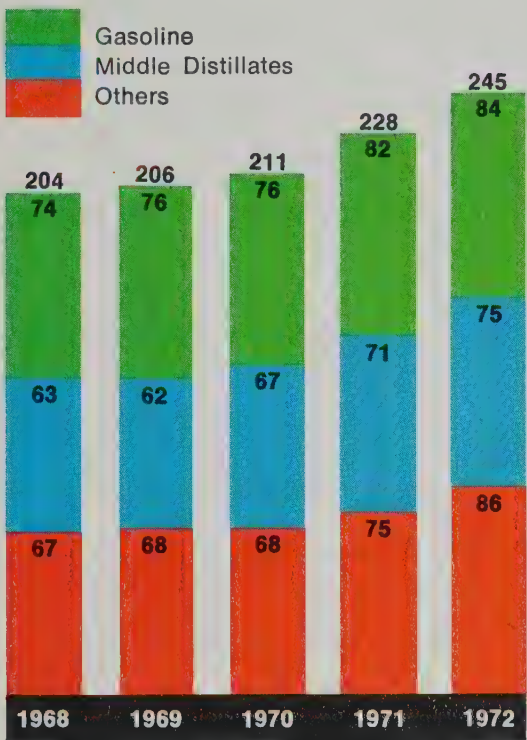
To reduce the workload and improve the accuracy and speed of data transmission, field administrative control centres are now being developed at strategic marketing locations across Canada. These centres will receive sales and other related documents from all outlets in their areas and transmit the information by wire to the data centres, with significant savings in processing costs. The first three of these centres, located in Ontario, are now fully operational.

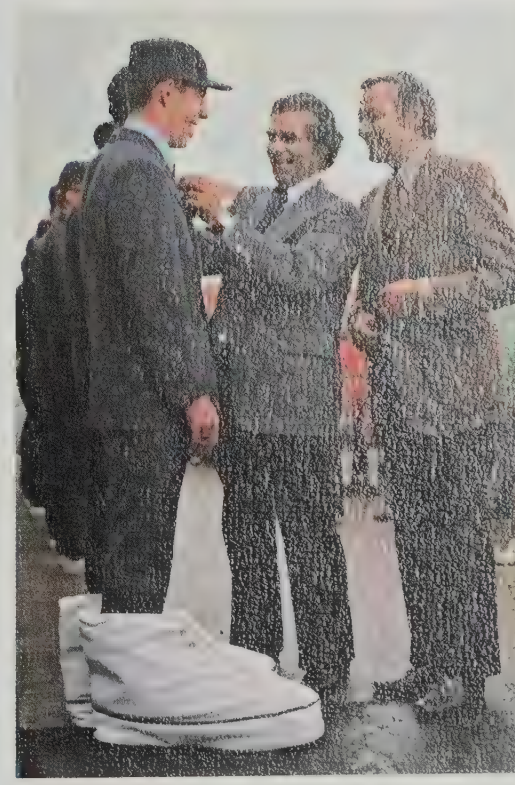
Superior Propane's record sales level in 1972 resulted in a 20 percent increase in revenues over the previous year and a 24 percent gain in profit after taxes.

In addition to the normally-established markets for propane as a fuel, new uses include the curing of lumber destined for the export market.

Left: Wayfare Restaurants are attracting a large number of motorists to convenient highway locations. Above: Self-serve gas bars, monitored from a control booth (right), were popular in 1972 and a number of new locations are planned.

REFINED PRODUCTS SOLD
Thousands of Barrels Per Day





Top left: The Company continued to close low-profit outlets and to enlarge its key locations, such as this station in North Vancouver. Below: Among the aviation centres supplied by Gulf Canada is the Edmonton airport. Above: Wayne and Shuster helped to boost sales and generate enthusiasm at retail openings during the year.

Research and development

Recently-developed products for industrial applications include a series of rock drill oils and heavy duty gear lubricants, a fast-quench oil for heat-treating steels, an extreme-pressure soluble oil for metal cutting applications, and two newly-formulated lubricants for use in machine tools. In addition, a winter-grade grease was field-tested for use as cable coating for the pre-stressed concrete industry. To meet latest industry and government specifications for crankcase oils, a Gulf Super Duty Motor Oil was developed, while Gulfco Gas Engine Oils for natural gas engines were reformulated and expanded.

Six licensing agreements for Gulf Canada's low-pollution industrial Vortometric Oil Burner have been negotiated to date with manufacturers in Canada, United States, Great Britain and Japan.

Gulf Canada's environmental programs continued to study air and water quality, and noise levels at its plant facilities in every part of the country. On-going projects include:

Mobile air conservation vans to relate air quality measurements with meteorological conditions.

Noise level surveys to determine and meet fenceline criteria set by the Company.

Water quality surveys at major facilities to assess the capability of current treatment processes and practices to meet proposed water quality standards for the industry.

On-site sulphur plant studies in Western Canada to meet stringent environmental requirements being set by the Alberta government.

Above: A sample of asphalt road surface is tested for its stability at the Sheridan Park Research and Development Centre. Right: Major efforts are directed by research scientists to improve the quality of air and water emitted in refinery and gas plant operations across Canada.

Employee and public relations

During 1972 collective bargaining agreements were signed with all independent unions for a term of one year; second-year conditions of the two-year contracts negotiated in 1971 were implemented harmoniously.

The President's Safety Incentive Award, signifying 365 days or one million hours worked without a disabling injury, was received by 1,800 employees in 21 units throughout Gulf Canada. Also during the year, 202 25-year-service employees were recognized at Company-sponsored dinners held in Montreal, Toronto and Calgary.

The Department was actively involved in personnel and labor relations matters arising from the sale, closure and curtailment of operations in the Chemicals Department and elsewhere in the Company. Pension and separation programs for those employees who could not be relocated within Gulf Canada were among the best ever offered in Canada.

To meet future staff needs, the Company's employee development program identifies management abilities and skills and undertakes training techniques to help individuals realize their potentials. Forty-one selected managers completed the Company's Corporate Management Course at the University of Western Ontario during the year, and formal training courses continue to assist newly-appointed supervisors in the management of their people.

Gulf Canada and its employees are continuing to meet their social responsibilities in many and varied ways. In the field of education, the Company's scholarship-fellowship program, now in its eighth year, has assisted over 130 students in pursuing university careers, while bursaries were given to another 75; in addition, annual awards are made to technical, vocational, agricultural and high schools in all parts of Canada. As a specific project in 1972, Gulf Canada jointly sponsored with two other companies a film produced by the Alcoholism and Drug Addiction Research Foundation. Titled "A Firm Hand," the movie was made available to health department officials of both federal and provincial governments for distribution to interested groups. Corporate gifts continued to be directed to universities, hospitals, United Appeals, cultural and community endeavors; many employees participated actively in the affairs of their communities and a number of them hold public office. During the year, communications made available to shareholders, dealers, employees and the media gave an accounting of Gulf Canada's programs, problems, and progress.

Above: As part of the Company's community relations program, hundreds of tours, such as this student group at Clarkson Refinery, are conducted through plant facilities each year. Right: Members of a Boy Scout troop explore the flora and fauna on grounds adjacent to Point Tupper Refinery.

Oil spill contingency plan

It is Gulf Canada's stated policy to recognize and fulfill its obligation to preserve the environment. The Company-wide Environmental Affairs Committee coordinates the efforts of all departments towards this goal.

To ensure an adequate in-Company capability for coping with oil spill contingencies arising from its operations in any part of Canada, Gulf Canada has formed an oil spill contingency task force in each of six main geographical regions, namely: Atlantic Provinces, Quebec, Ontario, Prairie Provinces, Arctic, and British Columbia. Each task force is composed of senior Company operating management in the region from each department exposed to spill hazards, i.e. Refining, Transportation, Marketing, and Production. The operating management is assisted by a legal advisor and a representative of Gulf Canada's Public Relations Department.

These task forces have prepared comprehensive Oil Spill Contingency Plans for each region detailing the specific steps to be taken in the event of an oil spill at any Company facility. The action plans contain telephone lists of key contacts (including governmental agencies to be notified), locations and details of environmentally-sensitive areas, locations of water intakes, river, lake and ocean currents, lists of available containment and clean-up equipment by location, and lists of contractors and suppliers who could assist in containment and clean-up of an oil spill. Training of personnel is also an integral part of the program.

Gulf Canada's planning has been designed to integrate with the Oil Industry National Contingency Plans as coordinated by Canada's Petroleum Association for Conservation of the Environment (PACE), and with spill control cooperatives which have been established by the industry in all parts of the country. Gulf Canada is one of eleven major oil companies represented in PACE.

The Oil Industry National Contingency Plans Coordinating Committee is composed of one industry representative from each of five geographical regions. In addition, there is one representative from the Arctic Petroleum Operators Association (APOA) and one representative from the Eastcoast Petroleum Operators Association (EPOA). The chairman and secretary of the Committee are supplied by PACE, making a total membership of nine.

This National Committee coordinates the total oil industry effort toward effective cooperative action in response to major oil spills. In this function, it also serves as a convenient single contact point for the industry with federal government departments concerned with oil spills — namely, the Ministry of Transport and the Ministry of the Environment.

In each region, the National Oil Spill Contingency Committee provides a point of contact between local, provincial and federal government agencies concerned with oil spill matters.

Within each of the five regions, local oil industry spill contingency cooperatives have been formed for the purchase and sharing of oil spill containment and clean-up equipment and supplies, so that pre-planned assistance can be provided to any member company experiencing a spill. The cooperatives have also assisted with clean-up of spills in which members were not involved. Each member has a list of key contact personnel among the other member companies, a list of available equipment and materials that can be borrowed and, in some cases, personnel that can be made available to assist with containment and clean-up. These co-ops are responsible for the purchase and deployment of mobile oil-spill clean-up vans already in use in high-exposure areas.

Oil spill contingency planning is a preventative measure to ensure that accidental oil spills any place in Canada are contained and cleaned up without delay.

Financial review

Earnings for the year amounted to $64.4 million or $1.42 per share, an increase of 31 percent over 1971 earnings of $49.1 million or $1.08 per share. The 1971 earnings were after an extraordinary provision of $4.7 million or ten cents per share to cover write-down of assets and other expenses related to the curtailment and disposition of certain chemical operations.

Net sales and other operating revenues increased $77.3 million to $851.7 million in 1972. The improvement reflected higher revenues in all areas of operations with the exception of chemical sales which declined following the closure or sale of unprofitable operations in late 1971 and early 1972.

Exploration and dry hole expenses charged to earnings totalled $28.1 million, compared with $15.9 million in 1971. The increase reflects the active programs being conducted in the Far North and East Coast offshore areas.

Charges for depreciation, depletion, and amortization amounted to $65.6 million, an increase of $10.0 million over 1971. The higher charges are due mainly to the full year's depreciation of the Point Tupper and Edmonton refineries which went on stream in mid-1971, together with increased provisions for depletion and amortization of oil and gas properties.

Working capital at December 31, 1972, amounted to $261.3 million, an increase of $68.4 million during the year, with $38.0 million of the increase reflected in cash and short term investments. Table I shows an analysis of the working capital change.

Table II provides details of capital expenditures in 1972 and 1971 by operating department. The low level of expenditures in 1972 reflects reduced outlays for refining facilities following the completion of construction of the Edmonton and Point Tupper refineries in 1971.

At December 31, 1972, capital employed totalled $1,047.0 million. Shareholders' equity amounted to $742.0 million or 71 percent of the total capital.

TABLE I

WORKING CAPITAL

	December 31		
Millions	1972	1971	Change
Cash and marketable securities	$ 83.4	$ 45.4	$ 38.0
Accounts receivable	190.5	178.0	12.5
Inventories	143.9	137.6	6.3
Prepaid expenses	4.6	5.3	(.7)
Total current assets	422.4	366.3	56.1
Less current liabilities	161.1	173.4	(12.3)
Working capital	$261.3	$192.9	$ 68.4

TABLE II

EXPENDITURES ON PROPERTIES, PLANTS AND EQUIPMENT

	1972		1971	
	Millions	Percent	Millions	Percent
Production	$ 22.8	37.5	$ 22.0	23.6
Transportation	.3	.5	1.5	1.6
Refining	12.3	20.2	41.4	44.5
Petrochemicals	.7	1.1	3.9	4.2
Marketing	23.5	38.7	23.7	25.5
Other	1.2	2.0	.6	.6
Total	$ 60.8	100.0	$ 93.1	100.0

Gulf O

Consolidated

December

Assets

	1972	1971
	(thousands of dollars)	
Current:		
Cash	$ 19,566	$ 16,950
Short term investments, at cost (approximates market value)	63,844	28,453
Accounts receivable	190,533	177,951
Inventories:		
Crude oil, products and merchandise	130,531	127,269
Materials and supplies	13,374	10,321
Prepaid expenses	4,587	5,340
Total current assets	422,435	366,284
Investments, long term receivables and other assets:		
Investments in associated and other companies (note 2)	17,967	18,687
Deposits, long term receivables and other assets	28,601	30,150
Deferred charges at cost less amortization	3,793	5,962
	50,361	54,799
Properties, plants and equipment at cost less accumulated depreciation, depletion and amortization (note 3)	722,708	733,541
Excess of cost of businesses acquired over values assigned to tangible assets, less amortization	12,619	14,164
	$1,208,123	$1,168,788

(See accompanying notes to financial statements)

Auditors' Report

To the Shareholders of
Gulf Oil Canada Limited:

We have examined the consolidated balance sheet of Gulf Oil Canada Limited and subsidiary companies as at December 31, 1972 and the statements of consolidated earnings and consolidated source and use of funds for the year then ended. Our examination was made in accordance with generally accepted auditing standards and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

Toronto, Canada,
February 6, 1973.

alance sheet

, 1972

Liabilities

	1972	1971
	(thousands of dollars)	
Current:		
Amounts payable to affiliated companies for crude oil and other purchases		$ 39,121
Accounts payable and accrued charges	$ 115,398	97,718
Income and other taxes payable	37,254	27,321
Current portion of long term debt	1,630	2,446
Dividends payable	6,822	6,817
Total current liabilities	161,104	173,423
Long term debt (note 5)	195,386	199,297
Deferred income taxes (note 6)	109,647	91,787

Shareholders' Equity

	1972	1971
Capital stock (note 7)	280,739	280,192
Retained earnings	461,247	424,089
Total shareholders' equity	741,986	704,281
	$1,208,123	$1,168,788

On behalf of the Board:

Jerry McAfee, Director.

Beverley Matthews, Director.

In our opinion these consolidated financial statements present fairly the financial position of Gulf Oil Canada Limited and subsidiary companies as at December 31, 1972 and the results of their operations and source and use of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

CLARKSON, GORDON & CO.
Chartered Accountants

Gulf Oil Canada Limited

Statements of consolidated earnings

Year Ended December 31, 1972

Earnings

	1972	1971
	(thousands of dollars)	
Revenue:		
Gross sales and other operating revenues	$1,023,109	$ 934,195
Less gasoline and fuel taxes	171,383	159,786
Net sales and other operating revenues	851,726	774,409
Investment and sundry income	20,088	18,793
Gain on disposal of pipeline interests	2,619	1,952
	874,433	795,154
Deductions:		
Purchased crude oil, products and merchandise	345,281	322,844
Operating, selling and administrative expenses	301,504	272,831
Taxes other than taxes on income	50,062	45,214
Depreciation, depletion and amortization (note 4)	65,594	55,602
Interest on long term debt	15,211	15,331
Other interest expense	1,227	3,614
	778,879	715,436
Earnings before income taxes and extraordinary item	95,554	79,718
Taxes on income (note 6)	31,115	25,943
Earnings before extraordinary item	64,439	53,775
Extraordinary item (note 9)		(4,646)
Earnings for the year	$ 64,439	$ 49,129
Per share of common stock outstanding during year:		
Earnings before extraordinary item	$1.42	$1.18
Earnings for the year	$1.42	$1.08

Retained Earnings

	1972	1971
Balance, beginning of the year	$ 424,089	$ 402,225
Add earnings for the year	64,439	49,129
	488,528	451,354
Deduct dividends on common shares	27,281	27,265
Balance, end of year	$ 461,247	$ 424,089

(See accompanying notes to financial statements)

Gulf Oil Canada Limited

Statement of consolidated source and use of funds

Year Ended December 31, 1972

	1972	1971
	(thousands of dollars)	
Source of funds:		
Earnings before extraordinary item	$ 64,439	$ 53,775
Add back —		
Depreciation, depletion and amortization	65,594	55,602
Deferred income taxes	17,618	24,303
Other charges not affecting working capital	2,279	* 2,248
Funds from operations	149,930	135,928
Net book value of fixed asset disposals	7,686	6,251
Net book value of investment disposals	903	2,373
Proceeds from long term obligations	2,017	
Proceeds from issue of shares for cash	547	967
Decrease (increase) in investments, long term receivables and other assets	1,423	(3,677)
	162,506	141,842
Use of funds:		
Additions to properties, plants and equipment	60,827	93,115
Reduction in long term debt	5,928	5,790
Dividends on common shares	27,281	27,265
	94,036	126,170
Increase in working capital	68,470	15,672
Working capital, beginning of the year	192,861	177,189
Working capital, end of the year	$ 261,331	$ 192,861

*Includes use of funds covering extraordinary item in 1971 as follows:

Extraordinary item charged against 1971 earnings	$ (4,646)
Amount included therein not affecting working capital	4,142
Net use of funds covering extraordinary item	$ (504)

(See accompanying notes to financial statements)

Gulf Oil Canada Limited

Notes to consolidated financial statements

December 31, 1972

1. Accounting Policies

Principles of consolidation —

The accounts of the company and all subsidiary companies are included in the financial statements.

Investments in less than 50 percent owned joint venture companies are accounted for using the equity method. Under this method the company's share of the annual earnings of these companies is reflected in the current year's income rather than when realized through dividends and the investment in such companies is included in the balance sheet at cost plus the company's share of undistributed earnings.

U.S. dollar liabilities —

Liabilities in U.S. dollars have been translated to Canadian dollars at year-end rates of exchange.

Inventories —

Inventories of crude oil, products and merchandise are valued generally at the lower of cost applied on a "first-in, first-out" basis or market value determined on the basis of replacement cost or net realizable value. Materials and supplies are valued at cost or lower, depending on the condition of the items.

Exploration and development costs —

The company follows the practice of charging to expense, as incurred, the costs of all dry holes and all exploration expenditures except the initial acquisition costs of oil and gas properties. These latter costs together with the costs of drilling and equipping successful wells are capitalized.

Depreciation, depletion and amortization —

Capitalized costs of oil and gas properties and drilling and equipping wells are charged against earnings on the unit-of-production method using estimated recoverable oil and gas reserves. Charges are made against earnings for depreciation of investment in plants and equipment based on the estimated remaining useful lives of the assets using either the straight-line or the unit-of-production method, whichever is appropriate.

Income taxes —

Except as noted below, the company provides for income taxes on the tax allocation basis whereby the provision for income taxes each year is computed on the basis of the depreciation and other charges reflected in the statement of earnings rather than the related amounts claimed as deductions in the company's tax return. This method is not followed with respect to successful well and lease acquisition costs since, as is the case generally in the oil and gas industry in Canada, the company does not believe that tax allocation in respect of such costs is appropriate at this time.

2. Investments in Associated and Other Companies

	1972	1971
	(millions of dollars)	
At cost:		
With quoted market value (based on closing prices at end of each year) —		
1972 — $73.8 million; 1971 — $74.4 million	$ 4.9	$ 5.8
Without quoted market value	.3	.5
	5.2	6.3
At equity:		
Investment in joint venture companies at cost plus equity in undistributed earnings	12.7	12.4
	$ 17.9	$ 18.7

3. Properties, Plants and Equipment

	Gross investment at cost	Accumulated depreciation, depletion and amortization	Net investment 1972	Net investment 1971
	(millions of dollars)			
Production	$ 449.8	*$ 211.8	$ 238.0	$ 234.6
Transportation	29.9	17.8	12.1	12.6
Refining and petrochemicals	516.4	225.2	291.2	309.9
Marketing	296.3	127.0	169.3	164.9
Other	21.3	9.2	12.1	11.5
	$1,313.7	$ 591.0	$ 722.7	$ 733.5

**Includes accumulated depletion of $36.6 million with respect to the acquisition costs of productive properties.*

4. Depreciation, Depletion and Amortization

Depreciation, depletion and amortization in the statement of consolidated earnings consist of:

	1972	1971
	(millions of dollars)	
Depreciation of plants and equipment	$ 54.6	$ 43.9
Depletion of acquisition costs of productive properties	2.7	2.3
Amortization of non-producing properties, drilling costs and other intangible assets	8.3	9.4
	$ 65.6	$ 55.6

5. Long Term Debt

	Maturity	Amount (millions of dollars)
Sinking fund debentures		
4¾%	1975	$ 8.0
3½%, 1954 issue	1974	3.6
5⅛%, Series A	1977	8.5
5¾%, Series B	1982	5.7
5¼%, Series C (U.S. $11.8 million)	1982	11.7
7⅜%, Series D (no sinking fund)	1978	10.0
7⅜%, Series E	1988	40.0
8½%*	1989	50.0
8⅝% - 8½%**	1990	50.0
Other long term obligations	varying dates	9.5
		197.0
Less instalments due within one year included in current liabilities		1.6
		$ 195.4

Approximate instalments of long term debt due in each of the five years subsequent to December 31, 1972, are as follows:

1973 — $1.6 million; 1974 — $8.1 million; 1975 — $13.3 million; 1976 — $9.3 million; 1977 — $13.3 million.

* *Between June 1, 1973 and June 1, 1974 the holders of such debentures may elect to have Gulf Oil Canada Limited prepay the principal amount on December 1, 1974.*

***Between March 15, 1974 and March 15, 1975 the holders of such debentures may elect to have Gulf Oil Canada Limited prepay the principal amount on September 15, 1975.*

6. Income Taxes

As stated in note 1, the company does not follow tax allocation with respect to successful well and lease acquisition costs. If deferred taxes had been reflected in the accounts with respect to such costs, the cumulative amount of deferred income taxes recorded in the financial statements to December 31, 1972 would have been increased by $36.7 million; earnings for 1972 would have been increased by $1.9 million ($.04 per share) while 1971 earnings would have been virtually unchanged.

7. Capital Stock

Shares without nominal or par value:

Authorized — 68,000,000
Issued — 45,481,906

The company's incentive stock option plan provides for the granting of options to purchase common shares of the company at the market price on the day when the options are granted. Under the plan, options become exercisable after one year's continuous employment immediately following the date the options are

granted and are for a period of ten years. During 1972, options on 31,900 shares were exercised for an aggregate cash consideration of $547,000 and no options were granted.

At December 31, 1972 15,500 common shares were under option (including 10,500 shares under option to officers) at a price of $18 11/16 per share. These options have a normal expiry date of October 4, 1977.

8. Pension Plans

The company has funded pension plans covering substantially all employees. The contributions by employees, together with those made by the company, are deposited with insurance companies and/or trustees according to the terms of the plans. Pensions at retirement are related to remuneration and years of service. The amounts charged to income (including amounts paid to government pension plans) were $5.8 million during 1972 and $4.8 million in 1971, which amounts included amortization of prior service costs. The unfunded prior service pension costs were approximately $12.5 million at December 31, 1972 (of which approximately $8.9 million represents the actuarially computed value of vested benefits) and these will be funded over the next fifteen years.

9. Extraordinary Item

Provision to cover write-down of assets and termination costs (after deducting income tax effect of $5.6 million) related to the curtailment of chemical operations, net of gain realized on disposal of certain associated operations in 1971.

10. Commitments and Contingent Liabilities

The company has commitments in the ordinary course of business for the acquisition or construction of fixed assets and the purchase of materials and services and contingent liabilities under various guarantees which are not significant in relation to net assets.

Long term leases for real property and tank car rentals have approximate rentals payable in 1973 of $14.3 million (inclusive of property taxes). Rental income from properties sub-leased to others is estimated at $6.9 million for 1973. Under certain of these long term leases, the company has the option to purchase the leased assets and is obligated to make advances from time to time which will be applied against the purchase price if the option is exercised. It is estimated that such advances will aggregate approximately $20.8 million over the terms of the lease agreements (which expire in 1982). Advances to December 31, 1972, amounted to $6.7 million and during the next five years will aggregate approximately $5.4 million of which $.9 million will be payable in 1973.

11. Remuneration of Directors and Officers

The aggregate remuneration in 1972 of the company's twelve directors as directors was $52,300. Two directors were also officers of the company during the same period and one director was a past officer. The aggregate remuneration during 1972 of the company's officers (which includes eleven past officers) as officers was $1,106,000. No directors or officers of the company received any remuneration from a subsidiary of the company.

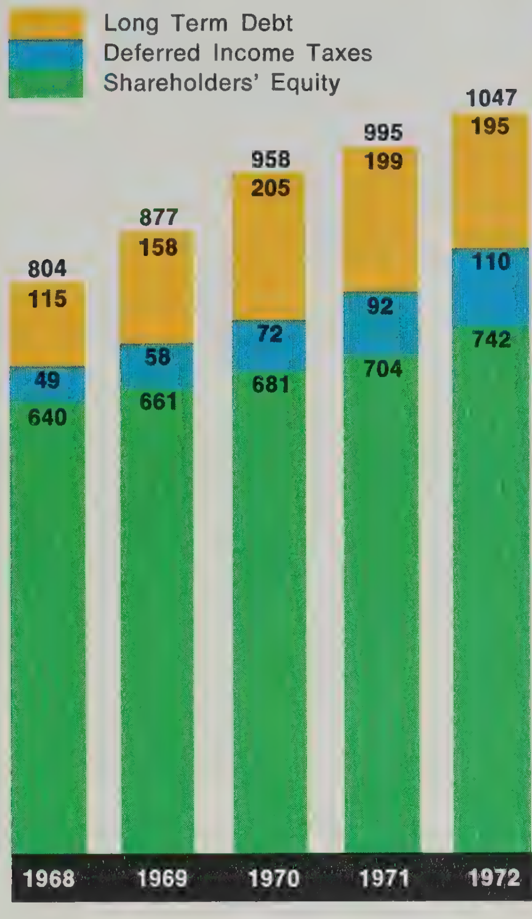
Five year financial summary

Amounts, except for unit statistics, expressed in millions of dollars

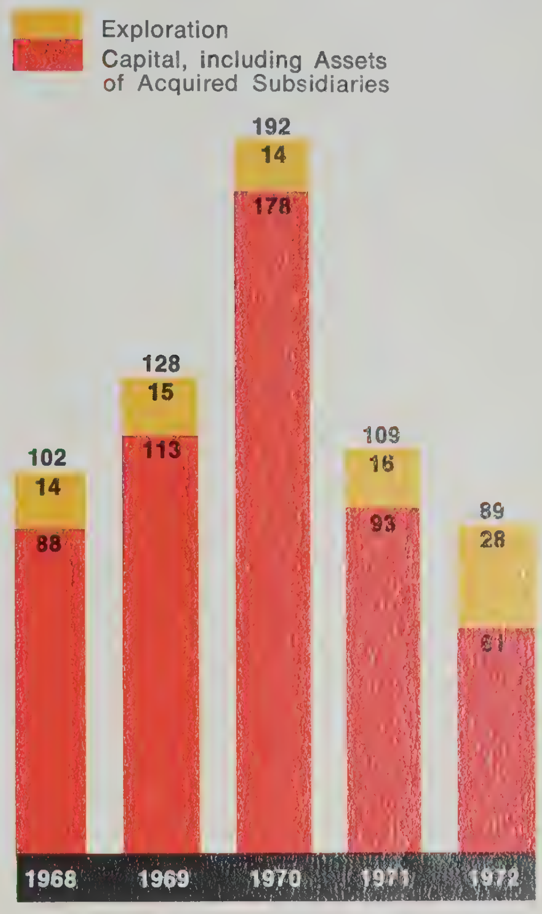
	1972	1971	1970	1969	1968
Balance Sheet					
Current assets	$ 422.4	$ 366.3	$ 354.1	$ 352.5	$ 318.1
Deduct: Current liabilities	161.1	173.4	176.9	127.8	107.2
Working capital	261.3	192.9	177.2	224.7	210.9
Properties, plants and equipment — net	722.7	733.5	706.8	585.4	528.6
Investment, long term receivables and other assets	63.0	69.0	74.3	66.8	64.4
Capital employed	1,047.0	995.4	958.3	876.9	803.9
Deduct: Long term debt	195.4	199.3	205.1	157.6	114.7
Deferred income taxes	109.6	91.8	71.7	58.6	48.8
Shareholders' equity	$ 742.0	$ 704.3	$ 681.5	$ 660.7	$ 640.4
Per common share	$ 16.31	$ 15.50	$ 15.01	$ 14.57	$ 14.14
Capital Expenditures					
New properties, plants and equipment	$ 58.3	$ 91.1	$ 178.3	$ 112.4	$ 86.9
Fixed assets of acquired subsidiaries	2.5	2.0	.1	.4	.9
	$ 60.8	$ 93.1	$ 178.4	$ 112.8	$ 87.8
Earnings					
Gross sales and other operating revenues	$1,023.1	$ 934.2	$ 823.5	$ 801.7	$ 759.5
Less gasoline and fuel taxes	171.4	159.8	147.9	146.4	135.9
Net sales and other operating revenues	851.7	774.4	675.6	655.3	623.6
Investment and sundry income	22.7	20.7	20.3	14.5	13.1
	874.4	795.1	695.9	669.8	636.7
Deduct:					
Exploration and dry hole costs	28.1	15.9	13.7	15.3	14.0
Depreciation, depletion and amortization	65.6	55.6	54.5	47.9	45.5
Purchases and other expenses	635.1	598.7	525.2	500.4	468.5
Taxes, other than income	50.1	45.2	39.2	39.0	37.3
	778.9	715.4	632.6	602.6	565.3
Earnings before income taxes and extraordinary items	95.5	79.7	63.3	67.2	71.4
Taxes on income	31.1	25.9	24.1	21.7	23.2
Earnings before extraordinary items	64.4	53.8	39.2	45.5	48.2
Extraordinary items	—	(4.7)	1.2	—	—
Earnings for the year	$ 64.4	$ 49.1	$ 40.4	$ 45.5	$ 48.2
Percent return on shareholders' equity	8.7	7.0	5.9	6.9	7.5
Funds from Operations	$ 149.9	$ 135.9	$ 110.0	$ 105.1	$ 93.5
Dividends Paid	$ 27.3	$ 27.3	$ 27.2	$ 26.6	$ 24.7
Per Common Share					
Earnings before extraordinary items	$ 1.42	$ 1.18	$ .86	$ 1.00	$ 1.06
Earnings for the year	$ 1.42	$ 1.08	$ .89	$ 1.00	$ 1.06
Dividend rate at year-end	$ .60	$ .60	$ .60	$ .60	$ .55

Note: *Amounts shown have been restated, where necessary, to be comparable with 1972, except for extraordinary item included in retained earnings in 1968.*

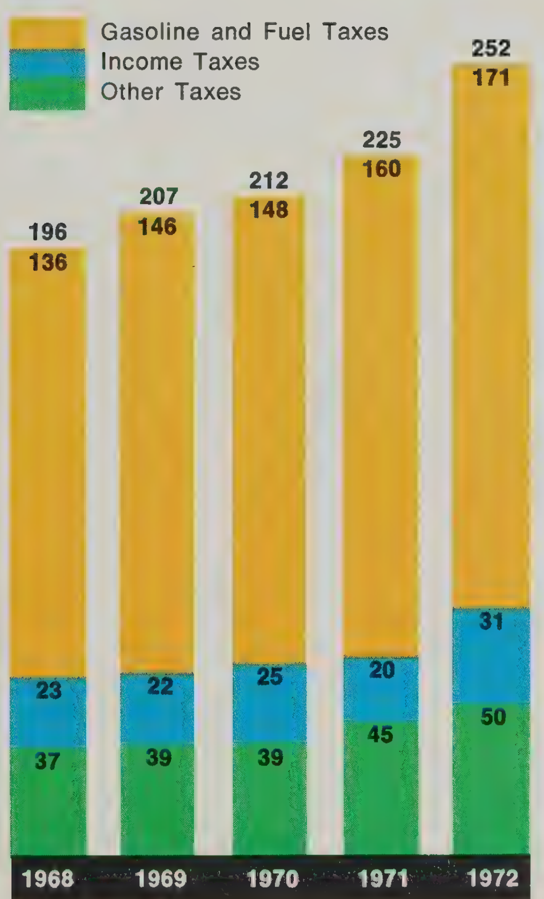
CAPITAL EMPLOYED
Millions of Dollars



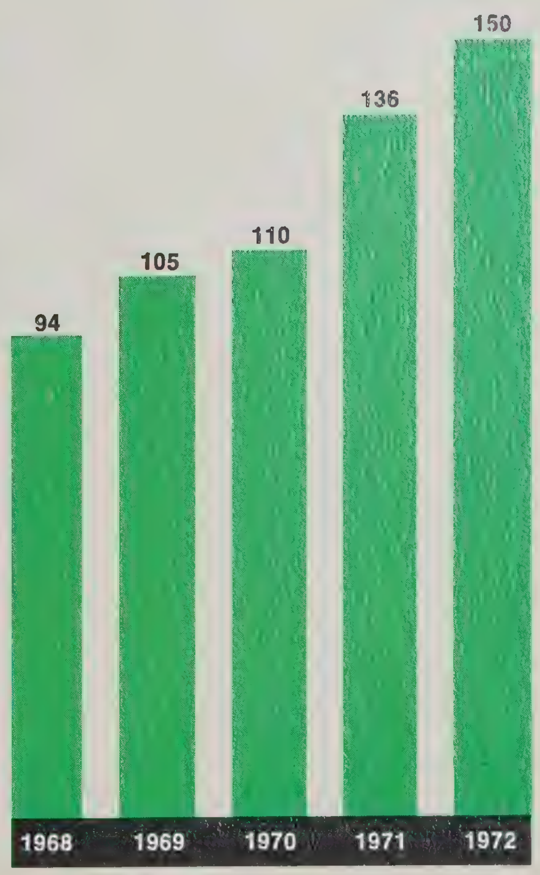
CAPITAL AND EXPLORATION EXPENDITURES
Millions of Dollars



TAXES
Millions of Dollars



FUNDS FROM OPERATIONS
Millions of Dollars



Five year summary of operations

	1972	1971	1970	1969	1968
Net Crude and Natural Gas Liquids Produced *(thousands of barrels)*					
Total	41,662	36,538	33,643	31,352	29,308
Per day	114	100	92	86	80
Crude Oil Processed by and for the Company *(thousands of barrels)*					
Total	108,780	92,957	74,744	72,012	71,336
Per day	297	255	205	197	195
Refined Products Sold *(thousands of barrels)*					
Total	89,852	83,097	77,111	75,318	74,655
Per day	245	228	211	206	204
Net Natural Gas Produced and Sold *(millions of cubic feet)*					
Total	164,140	170,214	143,862	129,572	115,296
Per day	448	466	394	355	315
Petrochemical Sales *(thousands of pounds)*					
Total	790,239	670,259	570,050	484,511	454,645
Per day	2,159	1,836	1,562	1,327	1,242
Sulphur Sales *(long tons)*					
Total	176,471	164,324	152,236	134,271	143,067
Per day	482	450	417	368	391
Net Wells Capable of Producing at Year-End	1,468	1,482	1,585	1,593	1,592
Net Wells Drilled	24	33	20	44	65
Net Acreage under Lease, Reservation and Option *(thousands of acres)*	24,090	27,463	27,140	27,237	29,413

Gulf Oil Canada Limited

Directors

J. D. Barrington
W. Herman Browne
R. J. Butler
J. Peter Gordon
Charles Hay
I. M. MacKeigan, Q.C.
Beverley Matthews, Q.C.
Jerry McAfee
Gérard Plourde
Alfred Powis
R. G. Rogers
C. D. Shepard

Director Emeritus

R. A. Laidlaw

Officers

Jerry McAfee, *President and Chief Executive Officer*
C. D. Shepard, *Chairman of the Board*
L. P. Blaser, *Senior Vice-President*
F. D. Aaring, *Vice-President*
R. T. Brown, *Vice-President*
R. E. Harris, *Vice-President*
D. S. Lyall, *Vice-President*
H. W. Peterson, *Vice-President*
G. O. Relf, *Vice-President*
J. F. Runnalls, *Vice-President*
J. C. Phillips, Q.C., *Vice-President, General Counsel and Secretary*
R. W. Cochrane, *Treasurer*
J. A. Scobie, *Comptroller*

Head Office

800 Bay Street, Toronto, Ontario

Marketing Division Offices

Halifax, Nova Scotia; Montreal, Quebec; Toronto, Ontario; Calgary, Alberta; Vancouver, British Columbia

Chemicals Department

Headquarters: Lachine, Quebec
Plants: Montreal East, Shawinigan and Varennes, Quebec

Accounting and Data Processing Centres

Montreal, Quebec; Toronto, Ontario; Calgary, Alberta

Research and Development Centre

Sheridan Park, Ontario

Exploration and Production

Headquarters: Calgary, Alberta
Operated gas plants: Gilby, Morrin-Ghost Pine, Nevis, Pincher Creek, Rimbey and Strachan, Alberta

Pipelines

Operated pipelines: Alberta Products, Gulf Alberta, Gulf Saskatchewan, Mid-Saskatchewan, Rimbey, Saskatoon, Shawinigan and Valley

Refineries

Point Tupper, Nova Scotia; Montreal East, Quebec; Clarkson, Ontario; Edmonton, Alberta; Kamloops and Port Moody, British Columbia

Asphalt Plants

Moose Jaw, Saskatchewan; Calgary, Alberta

Principal Affiliates (wholly-owned)

SERVICO LIMITED
Head Office: Quebec, Quebec — President: R. T. Brown

SUPERIOR PROPANE LIMITED
Head Office: Toronto, Ontario — President: R. G. Samworth

Registrar

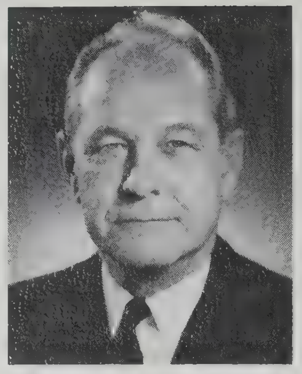
Canada Permanent Trust Company, Toronto

Transfer Agents

Canada Permanent Trust Company — Vancouver, Calgary, Regina, Winnipeg, Toronto, Montreal, Saint John, N.B., Charlottetown, Halifax, St. John's, Newfoundland
Registrar and Transfer Company — New York

Directors

J. D. Barrington
Mining Engineer and Corporate Director, Toronto, Ontario. Director: The Algoma Steel Corporation, Limited; Canadian General Investments Limited; National Trust Company Limited; Excelsior Life Insurance Company.



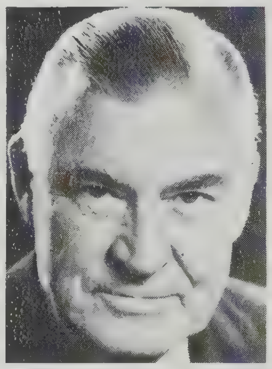
W. Herman Browne
Chairman, Moore Corporation Limited, Toronto, Ontario. Director: The Bank of Nova Scotia; The Steel Company of Canada, Limited.

R. J. Butler
President and Chief Executive Officer, The T. Eaton Co. Limited, Toronto, Ontario. Director: National Trust Company Limited.

J. Peter Gordon
President, The Steel Company of Canada, Limited, Toronto, Ontario. Director: Bank of Montreal; Great Lakes Waterways Development Association; The Steel Company of Canada, Limited; The Canada Systems Group (EST) Limited.

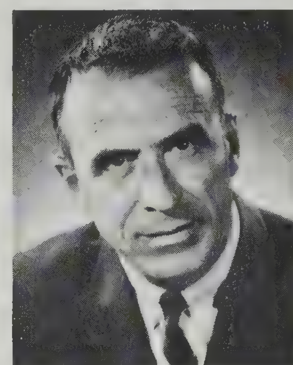
Charles Hay
Director, Hockey Canada, Toronto, Ontario. Director: Canada Permanent Mortgage Corporation; Canada Permanent Trust Company.

I. M. MacKeigan, Q.C.
Senior Partner, MacKeigan, Cox, Downie and Mitchell, Halifax, Nova Scotia. Director: John Labatt Limited; Halifax International Containers Limited; Nova Scotia Light & Power Company Limited.

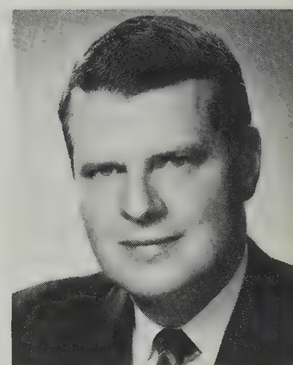


Beverley Matthews, Q.C.
Senior Partner, McCarthy & McCarthy, Toronto, Ontario. Director: The Toronto-Dominion Bank; TransCanada PipeLines Limited; Brascan Limited; Westinghouse Canada Limited; The Canada Life Assurance Company; Gulf Oil Corporation.

Jerry McAfee
President and Chief Executive Officer, Gulf Oil Canada Limited, Toronto, Ontario. Director: The Bank of Nova Scotia; The Steel Company of Canada, Limited.



Gérard Plourde
Chairman, UAP Inc., Montreal, Quebec. Vice-President and Director: Alliance Compagnie Mutuelle d'assurance-vie. Director: Anglo-French Drug Co. Ltd.; Bell Canada; Editions du Renouveau Pédagogique Inc.; Northern Electric Company Limited; Molson Industries Limited; Rolland Paper Company Limited; Steinberg's Limited; The Toronto-Dominion Bank.



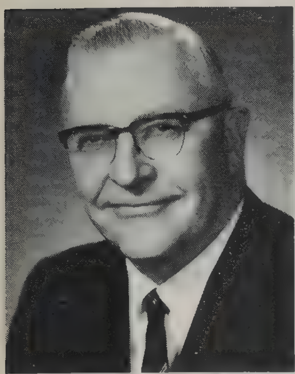
Alfred Powis
President and Chief Executive Officer, Noranda Mines Limited, Toronto, Ontario. Chairman: British Columbia Forest Products Limited. Director: Canadian Imperial Bank of Commerce; Placer Development Limited; Simpsons Limited; Sun Life Assurance Company of Canada.

R. G. Rogers
President and Chief Executive Officer, Crown Zellerbach Canada Limited, Vancouver, British Columbia. Director: Canadian Imperial Bank of Commerce; Hilton Canada Limited; Ocean Cement and Supplies Limited; Royal General Insurance Company of Canada.

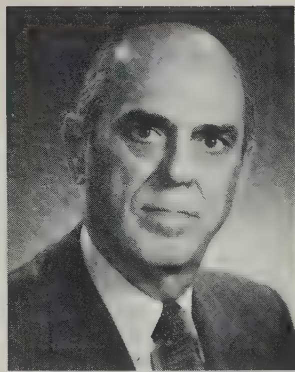
C. D. Shepard
Chairman of the Board, Gulf Oil Canada Limited, Toronto, Ontario. Director: The Toronto-Dominion Bank; The Carborundum Company.

R. A. Laidlaw
Toronto, Ontario, Director Emeritus.

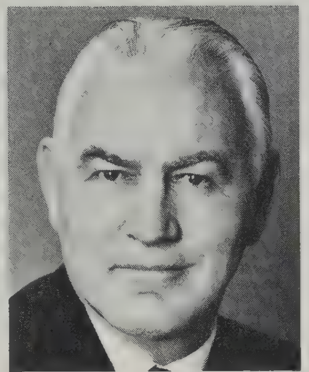
Officers



Jerry McAfee
President and Chief Executive Officer. Graduate of University of Texas and M.I.T. in chemical engineering. Joined Gulf Oil Corporation in 1945. Prior to joining Gulf Canada in 1967 as Executive Vice-President, was a Senior Vice-President of Gulf Oil Corporation.



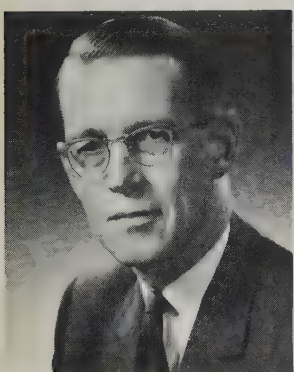
C. D. Shepard
Chairman of the Board. Graduate of University of Manitoba Law School. Chief Commissioner, Board of Transport Commissioners for Canada, prior to joining Gulf Canada in 1958.



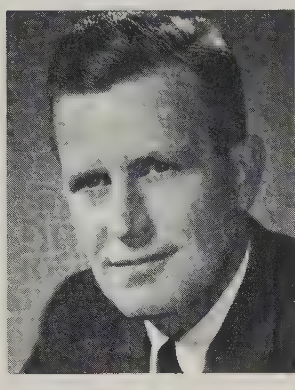
L. P. Blaser
Senior Vice-President. Graduate of University of Saskatchewan in chemical engineering. Joined Gulf Canada in 1939. Appointed Vice-President in 1963. Transferred to Gulf Oil Corporation in 1966 as World-Wide Co-ordinator of Refining. Returned to Gulf Canada in 1967.

F. D. Aaring
Vice-President responsible for Employee Relations, Aviation, Research and Development. Graduate of University of Oklahoma in petroleum engineering. Joined Gulf Oil in 1948. Was Gulf Canada General Manager, Production, prior to becoming Vice-President in 1966.

R. T. Brown
Vice-President responsible for Marketing. Graduate of University of Western Ontario in business administration. Joined Gulf Canada in 1966 as Advertising and Merchandising Co-ordinator. Was Director of Marketing Administration immediately prior to appointment as Vice-President in 1971.



R. E. Harris
Vice-President responsible for Refining. Graduate of University of Alberta in chemical engineering. Joined Gulf Canada in 1944. Became General Manager of Crude and Products Supply Department in 1965. Appointed Vice-President of Gulf Canada in 1966.



D. S. Lyall
Vice-President responsible for Finance, Computation and Communication Services, Corporate Planning and Economics. Graduate of Dalhousie University and Law School. Joined the Comptroller Department at Toronto in 1948. Appointed Vice-President in 1965.

H. W. Peterson
Vice-President responsible for Chemicals, with headquarters in Lachine. Graduate of Colgate University in chemistry and botany and did post-graduate studies at Princeton. Was Director-Marketing Co-ordination, Pittsburgh, and Marketing Manager, Chemicals, Gulf Eastern, before moving to Gulf Canada as Divisional Vice-President, Chemicals Marketing, in 1971. Appointed Vice-President in July, 1972.

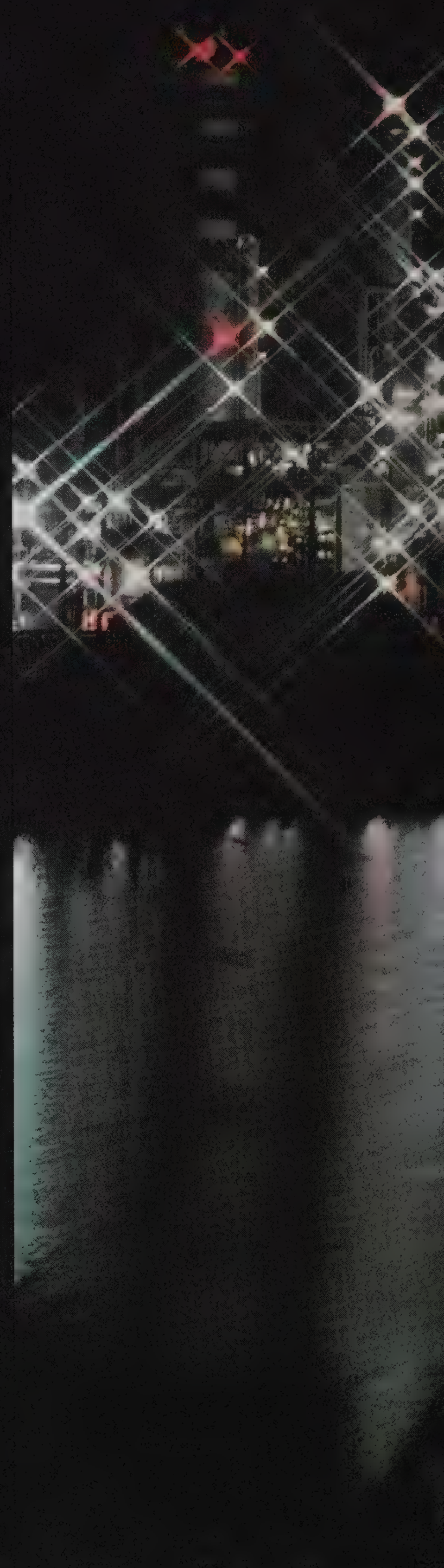
J. C. Phillips, Q.C.
Vice-President, General Counsel and Secretary. Graduate of University of Toronto and Osgoode Hall Law School. Joined Gulf Canada's Law Department in 1956. Appointed General Counsel in 1964, and Vice-President and Secretary in 1971.

G. O. Relf
Vice-President responsible for Exploration and Production, with headquarters in Calgary. Graduate of University of Utah in geology. Joined Gulf Oil Corporation in 1937. Became Administrative Vice-President and World-Wide Co-ordinator of Exploration and Production, Pittsburgh, in 1960 and Vice-President of Exploration and Production for Gulf Eastern in 1963. Appointed Gulf Canada Vice-President in 1968.

J. F. Runnalls
Vice-President responsible for Supply and Transportation. Joined Gulf Canada in 1929 at Toronto. Named Director of Computation and Communication Services in 1970. Appointed Vice-President in 1973.

R. W. Cochrane
Treasurer and Director of Taxation. Joined Gulf Canada in 1926. Held various managerial posts before becoming Assistant Treasurer in 1967. Appointed Treasurer and Director of Taxation in 1969.

J. A. Scobie
Comptroller. Joined Royalite Oil in 1942, becoming a Vice-President and Director in 1963. Appointed Assistant Comptroller of Gulf Canada in 1965, and Comptroller in 1969.



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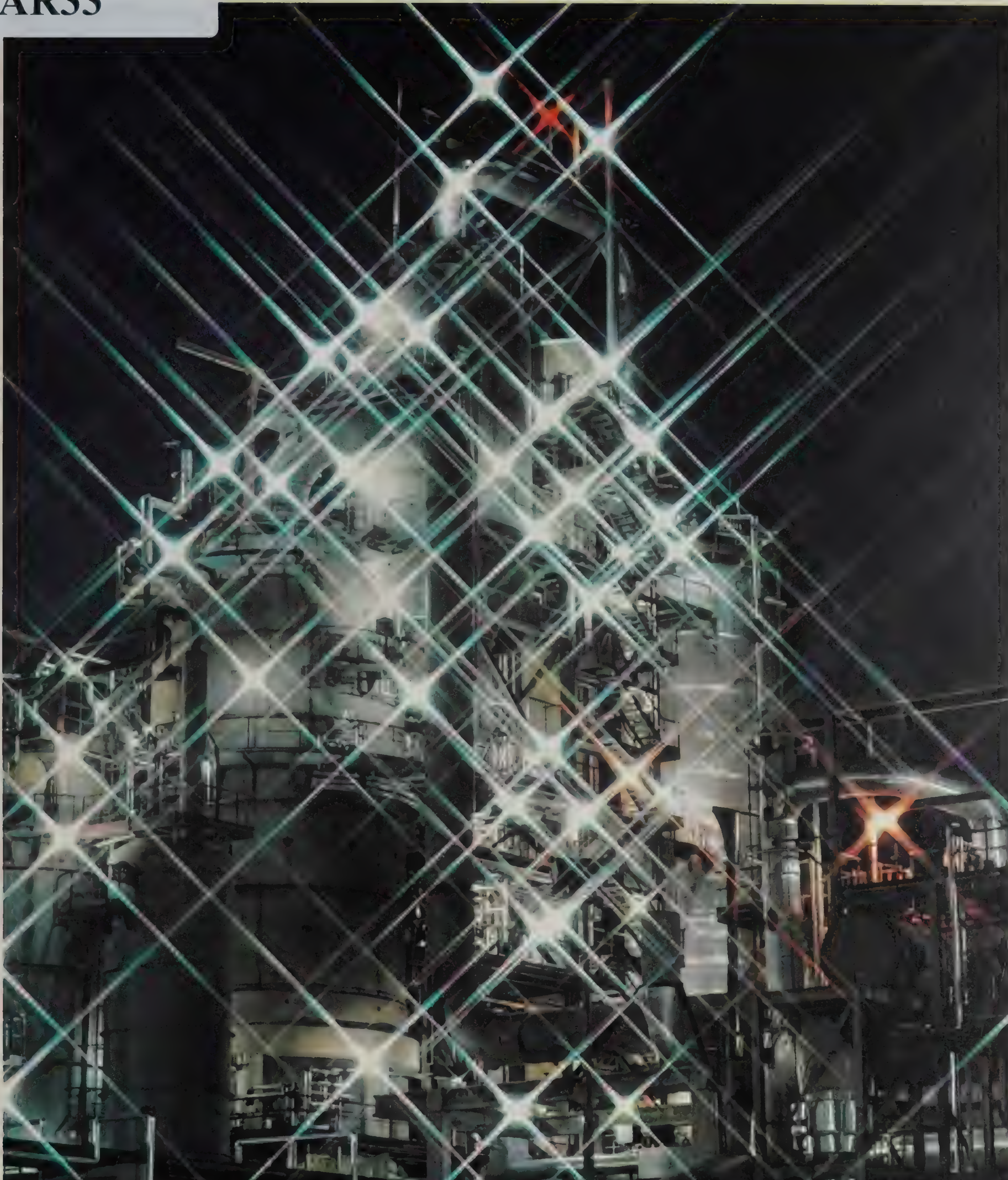


COMMENTATOR

8/72

photocontest '72

Sorting through the 324 entries in Commentator's photocontest it was evident that things have changed considerably since our last such contest in 1959, when 140 black-and-white prints were entered.

Most of the changes can be traced back to the 35-mm camera. Embodying an assortment of photographic amenities such as interchangeable lenses, fast shutter speeds and built-in light meter, and sporting realistic price tags, the 35-mm system has broadened photography's appeal to the hobbyist tremendously over the past decade.

Hand-in-hand has come the development of fast, fine-grained films and, thanks to the smaller format, economical color. This year there were more color slides entered in the color-nature category alone than there were entries in the entire 1959 program. The judges resolved this situation by awarding prizes for both color slides and color prints in the nature category.

According to biographical material submitted by the winners, there also appears to have been a modest increase in the number of employees who have their own darkrooms. And, as any serious photographer will tell you, processing and printing your own pictures is more than half the fun in photography.

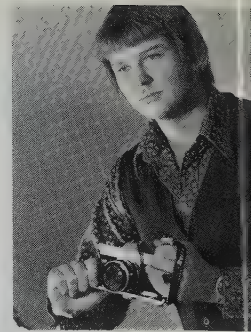
It would be nice to be able to report that the winners were representative of the Company and the country but, unfortunately, it's not so. There were, for example, surprisingly few entries from Quebec and the Maritimes. And four of the seven first-place awards plus the four runner-up citations went to Refining Department employees with Clarkson Refinery showing the most expertise. Sorry to say too, that there were no ladies among the winners. However, it was gratifying to note several novice photo contesters mixed in with the obviously professional-calibre winners.

The judges, W. Bruce Poldon, a technical sales representative with Canadian Kodak, and Company photographer Ron Sculthorp, were impressed with the quality of the entries and had only one general comment: that many of the competitors obviously had good ideas but that their ultimate execution was somewhat lacking in technique.

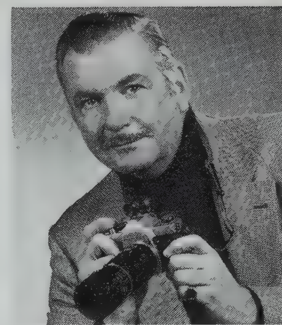
For contestants who are serious about improving their photography, Bruce had a word of advice – join or form a camera club. And being a practical man, he subsequently forwarded a number of Kodak publications that tell how to get a club started. They're available on loan from Commentator: POB 460, Station A, Toronto.

Color Prints – Nature

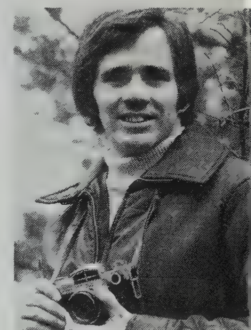
Dan McAllister's "Prospector" is Art Sjolander who works for Gulf Minerals in La Ronge, Saskatchewan. It took Dan, who is Marketing's construction and maintenance superintendent in Saskatoon, four months to persuade Art to let him take the photo for which he combined a Pentax Spotmatic, a 28 mm lens, Ektacolor Type S film and a shaft



Fred Schwenk

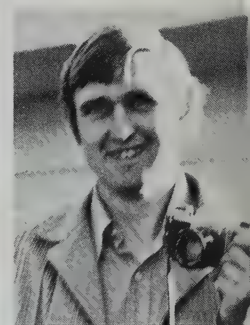


Dan McAllister

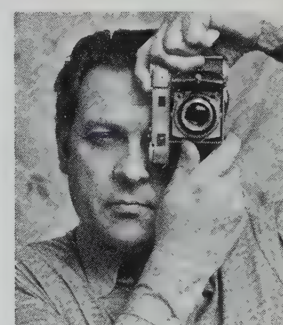


Neil Hester

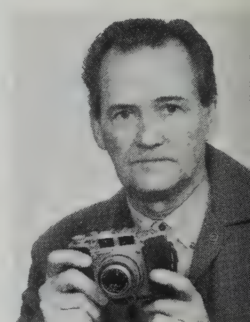
Bruno Liskauskas



Gerald Asselstine



Heino Luik



Gerald Austin

Gulf COMMENTATOR

Volume 31, No. 8, December, 1972

A publication for the employees of Gulf Oil Canada Limited. Produced by the Public Relations Department. Manager: J. H. Yocom; Publications Supervisor: H. D. Ringland; Editor: W. L. Court; Editorial Assistant: A. L. Marks. **Reporters: Head Office:** Ev Clarke. **Place Ville Marie:** Jules Chiasson. **Western Canada Office:** Lynn Carter. **Chemicals:** *Lachine*, Louis Robitaille; *Shawinigan Works*, Martial Langevin; *Bedford Quarries*, Duncan Kemp; *Varennes*, J. P. Jacob; *Montreal East*, Joseph Bouchard; *Ste. Thérèse*, Claudette Cheff. **Comptrollers, Computation and Communications Services:** *Montreal*, Jim Ryan; *Toronto*, Kay Broadhurst; *Calgary*, to be appointed. **Credit:** *Montreal*, Claude Royer; *Toronto*, Margaret

of sunlight coming through a window.

Dan, whose photography began 40 years ago when Eastman Kodak were giving away Brownie cameras to celebrate its anniversary, credits his success to "the many professional and amateur camera enthusiasts who have shared their experience and technique with me."

Runner-up Dave Diamond took the photo of daughter Nicole while vacationing in Ontario's Haliburton region. A Clarkson Refinery crude unit operator, Dave had "taken snapshots for 20 years, but not until our chosen daughter arrived did I begin to take photography seriously."

Black-and-White – Nature

Some of the finest work submitted came from Clarkson Refinery operator Bruno Liskauskas. "In the Icy Waters," was taken in the Bronte, Ontario, harbor last winter. Bruno, who combined a Minolta SR-T-101, a 200 mm lens and Plus-X film for the shot, became interested in photography in high school. He began to take it seriously 15 years ago and signed up for a three-year correspondence course with the Famous Photographers School. A member of the Hamilton Camera Club since 1969, he has participated in photo clinics and contests with encouraging results.

We've also chosen a Liskauskas print for our back cover. Taken with the same camera, a 58 mm lens and Plus-X film after a snowstorm near Milton, Ontario, "Whispering Brook" seemed a pleasant way to round out our photo contest and wish you all a happy holiday season.

Runner-up in the category was a fellow Clarkson operator, Bill Bradley. A contest novice, Bill took the picture of the cat in the back yard of his Oakville home on Plus-X film using a Petri 35 mm camera with 55 mm lens. Bill's interest in photography began two years ago and his three entries, including the winner, were the first to be developed, printed and mounted in "the rather elaborate darkroom I have just completed in my new house."

Color Slides – Company

Clarkson Refinery steam plant employee Gerald Austin shot "Winter's Grip" while a crew member on the tanker Gulf Canada.

Gerald is still using the Balda 35 mm camera he purchased in 1954. "I've considered joining a camera club, but this has not materialized as yet," says Gerald. This win should give him the needed incentive.

Edmonton Refinery lab technician Glenn Sitler's "Stairway to the Stars" received runner-up honors in this category. Glenn, who has been interested in photography for many years and who does the occasional wedding and community assignment, caught a fellow lab technician as he was climbing a storage tank for samples.

Black-and-White – Company

Head Office Refining senior engineer Heino Luik took his moonlit time exposure of Clarkson's cat cracker on a Rolleiflex. "I've always dabbled in photography," says Heino who has been doing his own darkroom work for 15 years, "but this was the first picture I've ever sent in to a contest."

Black-and-White – Sports

A photo of a 48-foot schooner on Lake St. Louis, Quebec, won a first-place award for Fred Schwenk, Toronto Data Centre. Fred bought his first boat and camera in 1958, and has been combining both hobbies since that time. He uses a Canon TL 1.8 camera and has a "small compact darkroom that can be set up in a walk-in closet."

Color Slides – Nature

A damselfly resting on a blossom of Labrador Tea by the shoreline of Wollaston Lake, Saskatchewan, caught the eye of Neil Hester, a 21-year old University of Toronto student working for the summer as a Gulf Minerals' geological assistant. Neil bought a Minolta STR-101 in 1971 in order to document his trips to the north. "Since then," he says, "photography has sharpened my awareness and increased my sensitivity to the colorful assemblage of flora and fauna in this part of the country."

Strictly an amateur photographer, Neil used a 55 mm lens mounted on extension tubes, an f/16, ⅛ second setting and Kodachrome X film to capture this brief moment of a memorable summer. It was his first photo contest experience.

Glenn Sitler picked up his second runner-up citation for a close-up of a nesting Saw Whet Owl. Apparently Glenn could use a telephoto lens as he reported that "I climbed the old, dead tree . . . and took the picture when about nine inches from her."

Color Slides – Sports

While trying his new Pentax Spotmatic in Centennial Park on top of Burnaby Mountain, Port Moody Refinery operator Gerald Asselstine saw a group of Simon Fraser University students experimenting with kites. Gerald says he had one chance to get the shot because the kite crashed immediately after. He was lucky in more ways than one. It was only his second roll of film in the camera.

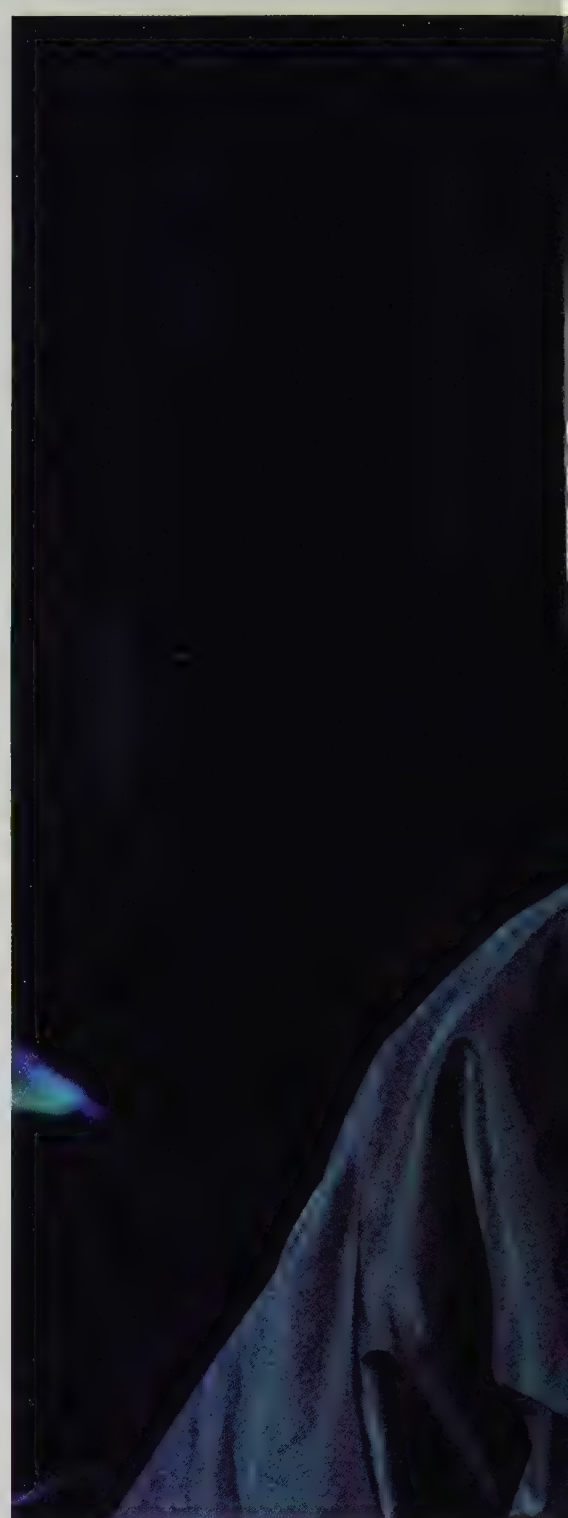
Matt; *Calgary*, Elaine Hawkins. **Exploration and Production:** *Calgary*, Marie Hunik. **Marketing:** *St. John's, Nfld.*, Bill Kean; *Halifax, N.S.*, Bev Hall; *Moncton, N.B.*, Roland Price; *Montreal*, Bill Sickini; *Toronto*, Frances Mills; *Winnipeg*, Barbara Dion; *Regina*, Art Myers; *Calgary*, Jeannette Dodd; *Vancouver*, Christopher Zuercher. **Refining:** *Point Tupper*, Al Tupper; *Montreal East*, Frank Bosco; *Clarkson*, Dave Malham; *Moose Jaw*, Jerry Ryba; *Edmonton*, Eoin Cumming; *Calgary*, Mary McIntyre; *Kamloops*, Jean McElgunn; *Port Moody*, Lang Watts. **Research Centre:** Hadrian Evans. Designed and printed in Canada by Carswell Printing Company. Address all correspondence to: The Editor, P.O. Box 460, Station A, Toronto 116.

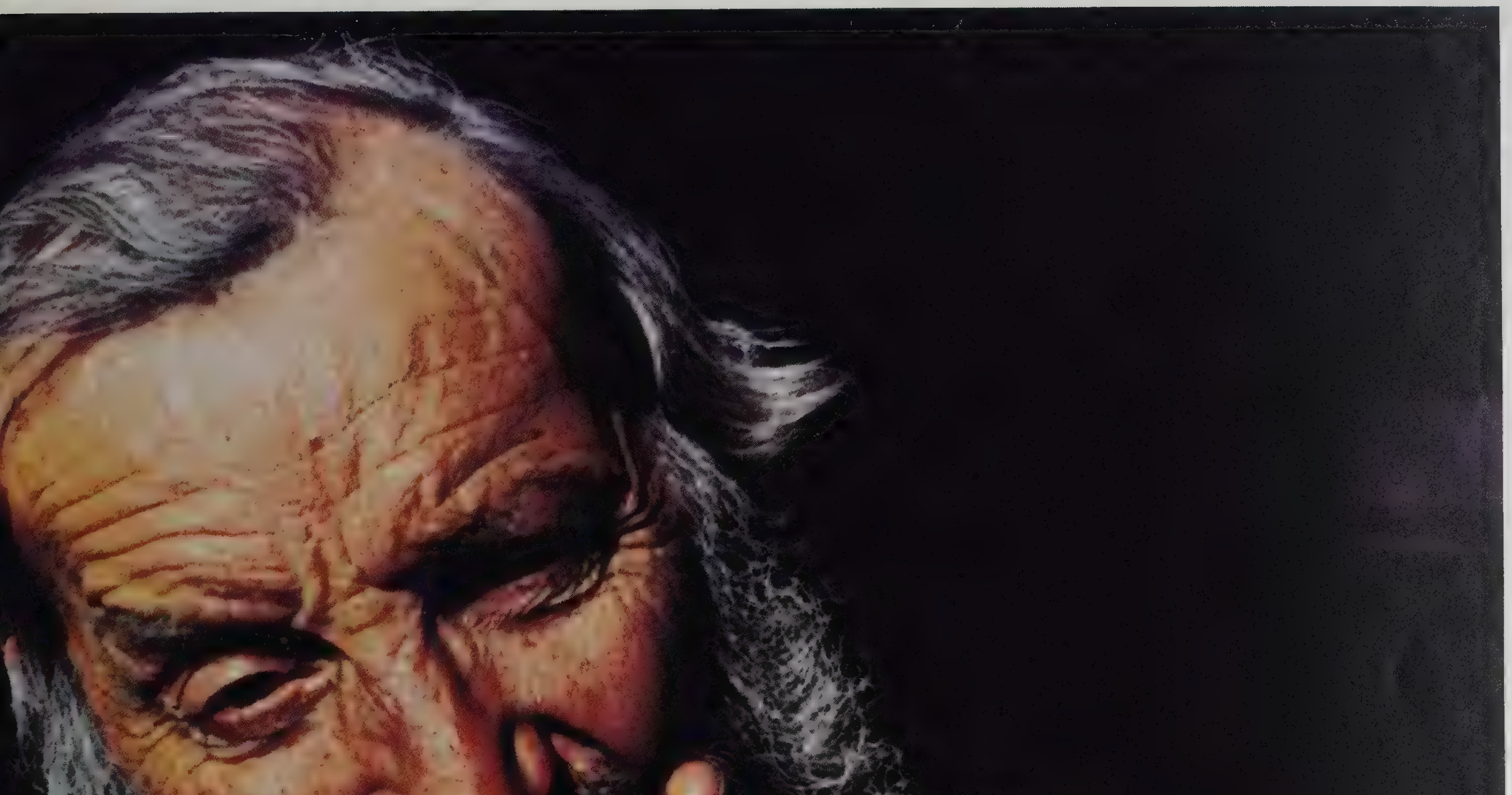
Front Cover:
Company photographer and contest judge Ron Sculthorp shot this Christmas-tree-like shot of the Edmonton Refinery cat-cracker in June using a Hasselblad camera, a 150 mm Sonnar lens and Ektachrome X film. The exposure: eight seconds at f/11. Ron added the stars to his symbolic tree with a device known as a Hoya 58.0S cross screen.

Back Cover:
This photo of a snow-bound brook near Milton, Ontario, didn't win an award in the black-and-white – nature category, but its photographer did. It's another fine example of the work of Clarkson Refinery operator Bruno Liskauskas.

Photography:
Cover: Ron Sculthorp; (13-17) Franklin Studios, Oakville; Wallace R. Berry, Kingston; Personal Studio, Waterloo; Allan Fedorak Photos, Kamloops; Les Burkholder Photography, Calgary; Hannay's Portrait Studio, Vancouver; The Picture House, Calgary; (20-21) Ranson Photography, Edmonton; (22-23) Ron Sculthorp, Wally Court; (24) Bruno Liskauskas, Clarkson.

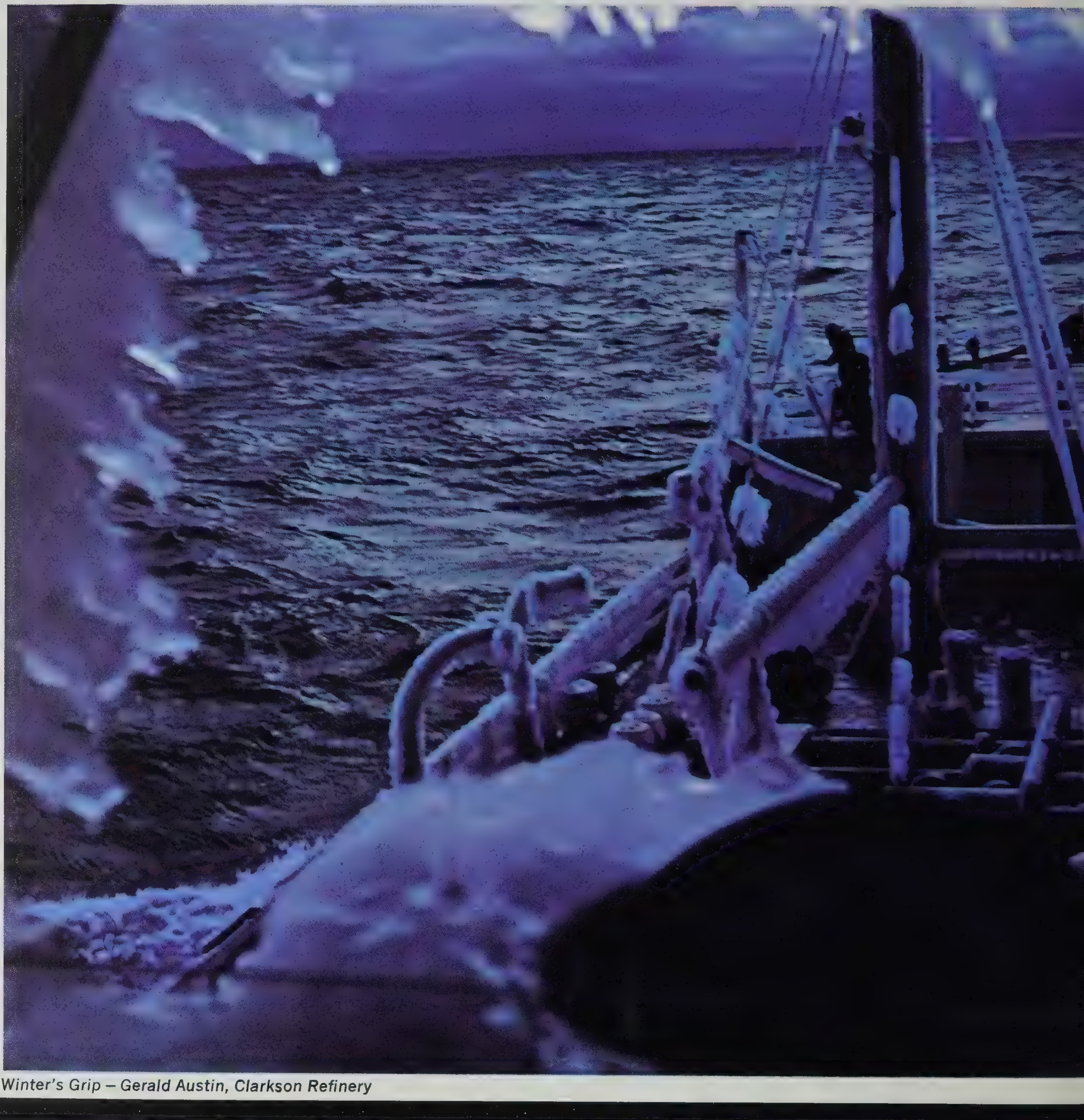

Nicole – Dave Diamond, Clarkson Refinery




Prospector – Dan McAllister, Saskatoon Marketing

In the Icy Waters – Bruno Liskauskas, Clarkson Refinery

Who Said Dog? – Bill Bradley, Clarkson Refinery


Winter's Grip – Gerald Austin, Clarkson Refinery

Stairway to the Stars – Glenn Sitler, Edmonton Refinery

Moonlighting – Heino Luik, Head Office Refining

Mirage – Fred Schwenk, Toronto Data Centre

Blue-Tail – Neil Hester, Gulf Minerals

Flight of Fancy – Gerald Asselstine, Port Moody Refinery

Owl – Glenn Sitler, Edmonton Refinery

NEWS SUPPLEMENT

VOLUME 15, NUMBER 8 DECEMBER, 1972

Burnaby Contingency Team Contains Spill in Half Hour

BURNABY SPILL TEAM

Peter Kerr (l), Bob Porter, Jim Battersby, Arnold Hickman

For months Burnaby Terminal superintendent Bob Porter's crack employee oil spill contingency team had been practicing for such an occasion. And when it finally came they were all in bed!

In the early hours of Friday, November 3, a Seaspan International Barge taking on diesel oil at the terminal overflowed its tank and spilled 800 gallons into Burrard Inlet.

No panic. Even in the dead of night it took the team only 30 minutes to contain the spill with a 1,000 foot boom.

Alerted by the Seaspan bargeman Peter Kerr, the only Gulf warehouseman on duty, immediately cut off the flow to the vessel, then called Bob Porter who triggered the team into action.

With the oil contained, the clean-up battle began with Pacific Division plant operation manager Jim Hale acting as on-the-spot coordinator in collaboration with officials from the Department of Environment, Ministry of Transport, and the National Harbor Board.

At 4:00 a.m., the team applied 50 bales of peatmoss in an attempt to lift the oil from the surface of the water. By 9:00 a.m. when it became obvious that the peatmoss wasn't removing appreciable quantities of oil, 144 bags of Petropak oil absorbent were thrown into the boomed spill. The Petropak proved equally unsuccessful, so Sorboil, another oil absorbent, was applied.

By 10:00 a.m., it was evident that a skimming device would be required.

Although the spill had orginally been classed as minor, a critical stage in the operation had now been reached. With flood tide due at 1:00 p.m. there was danger that the unabsorbed oil would escape the boom and move up Burrard Inlet. In view of the situation, Jim Hale decided to classify the spill as major and subsequently employ additional resources for containing and cleaning it up.

A call to Port Moody Refinery manager Bill Bentley brought a task force of employees to the dock ready for action if needed.

At 11:00 a.m. a pollution prevention company, Clean Seas, was called in with 2,500 feet of booming to contain the oil which had now spread beyond the original boom area.

Throughout the afternoon a Clean Seas' spill-master skimmer carried out mopping-up operations while oil was forced off pilings and rocks and driven towards the skimmer by high pressure water jets.

The spill was completely cleaned up by seven the next morning, some 29 hours after the alarm was raised.

Most gratifying to employees and Gulf Canada were the favorable media reports of the incident and clean-up operations. Harbor and Environment officials as well as Port Moody Council commended Company employees for their swift action in dealing with the spill.

The barge owners have since been charged in connection with the incident.

INDEX

Special Feature: 1972 United Appeal Wrap-up

REFINING

Last Post

This fall, in the small French town of Courseulles-sur-Mer, a brave man died. The news of the death of former Montreal East Refinery employee Leo Gariepy, 60, was reported by *Agence France Presse.*

Strange that a major wire service report the death of a relatively unknown man in an obscure French seaside town? Not really. On D-Day in 1944, Leo was the first Canadian to enter that town and, as one of the liberators of Courseulles, earned an enduring and exalted place in the hearts of the townsfolk.

Leo was in charge of an invading tank group. Approaching Courseulles, he detoured behind the houses, avoiding the main road which might have been mined, then came rumbling into town crashing through the high Norman garden walls.

He found the enemy successfully defending themselves from behind another wall – at their Kommandantur, or local headquarters. After softening up the wall with a few shells, Leo drove through and sprayed the area with explosive shells and machine-gun fire. Thirty-two Germans surrendered and were taken prisoner by the infantry (Regina Rifles) who, by that time, had infiltrated the town. Leo went on to more distinguished service and eventually received the French Croix de Guerre avec Etoile de Bronze for his campaign actions.

On a return visit to Courseulles some 20 years later, he was to rediscover the undiminished gratitude of the French.

As he was examining the hole he had made in the former Kommandantur wall, he was hailed by a guard. Leo identified himself and his war-time association with the town, and immediately was taken to meet the mayor. Next day the civic leader arranged a reception at which Leo was an astonished guest of honor. An amazing series of receptions and press conferences followed. Soon, letters, cards and small gifts began flooding in. Leo was given royal treatment. He was stopped in the streets wherever he went and received the adulation of young and old.

Before his holiday had ended, Leo had accepted an invitation to return to Courseulles with his family and take up residence as a town official.

Arriving back in Quebec, he found word of his French experiences had spread and he again became the centre of a round of receptions and dedications.

After a final goodbye to his home country Leo left for his newly-adopted town. While residing in Courseulles he dedicated his life to making sure that Canada's part in the Allied landings will never be forgotten. He regularly attended Franco-Canadian ceremonies marking the D-Day landings and the subsequent fighting in Normandy, and welcomed veterans returning to retrace their footsteps across the fields of battle.

He also managed to salvage a D-Day tank from the sea. The tank belonged to his old unit, the Hussars, and Leo had it mounted on a concrete base facing the beach once known as Juno. All expenses involved in salvaging the tank, moving it to land and refitting it, were handled by Leo, while the town of Courseulles built the concrete base. Units of the 3rd Canadian Division were invited to place bronze memorial plaques on the base and the project was dedicated as a memorial during the 1971 D-Day commemoration ceremonies.

Leo was buried in Courseulles cemetery near the beach where he landed in 1944, a short distance from the Canadian military cemetery at Beny Reviers.

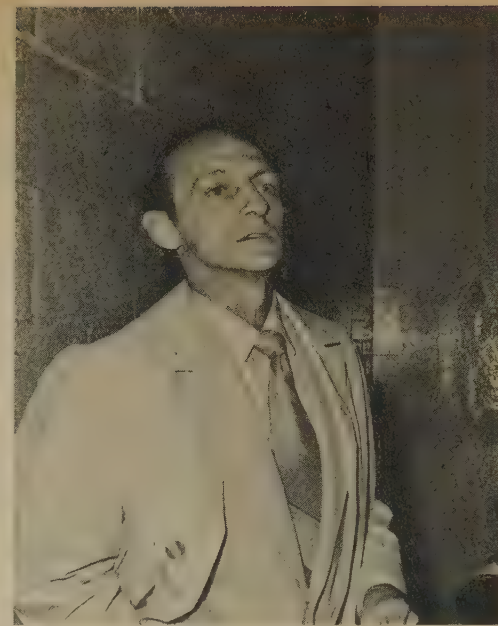
Head Office: Jim Tufford was transferred to Supply and Transportation, Andy Palomar, to Clarkson Refinery . . . Frederick Johnson vacationed in California . . . Welcome to Tom Swider from Montreal, Dave Kemp from Point Tupper.

Montreal East: By defeating Elmars Huns, John Briggs emerged as undisputed grandmaster in the round-robin chess tourney. John amazed opponents with unorthodox openings and novel moves. Joseph Quessy and John Wood finished third and fourth respectively. Zealots continue to play at lunch hour.

Hockey enthusiast Duncan Kidd, maintenance, is coaching two teams this winter and is hoping to repeat some of his previous success. Last year, he guided the Comité des Jeunes team to the championship in the 20-game Comité des Jeunes de Ville d'Anjou League. Duncan also coaches the Montreal East Juniors in the Bourassa League which comprises teams from Montreal East, Point-aux-Trembles, Repentigny and Sorel.

A good turnout at the annual oyster party, especially of the retirees, showed that refinery employees have a penchant for sea-food. It was a pleasure to see Grads Wally Cave, Ernest Plouffe, Marcel Daunais, Shorty Paquette, Arsene Lacroix, Joe Sivitz, Tommy Burns, Frank Courchesne, Bill Dufour and Armand Delinelle enjoying themselves heartily while eating both oysters and shrimps. Dave Lauzon, a spry 77, still did his usual one-two step dance around the floor. Philippe Gagné played his violin and sang a few songs.

Georges Beauchamp, maintenance, whose taste runs to chocolate bars rather than sea-food, was fêted by fellow-employees on his 60th birthday. He received money, a couple of bottles of Pepsi and a supply of chocolate bars.



PUCK COACH
Montreal East's Duncan Kidd

Clarkson: Eight-year-old Steven, son of Brian Gibson, compounding, blending and grease plant, won the Mississauga JC's Park Royal and Georgetown soap box derbys. Steven was also awarded a trophy for the safest car at the Mississauga event. Not to be outdone by her brother, ten-year-old Sharon won the powder puff section at Mississauga and was grand champion at Georgetown. She earned the title by having the best time despite coming second in her race.

Frank Sumeraj and Jim Murphy attended a Total Loss Management course presented by the Industrial Accident Prevention Society in Toronto. They report that the lectures, dealing with different companies' accident problems, were most beneficial . . . Dave Corbett took in a Labor Relations course in Ann Arbor, Michigan . . . Wally Dankowich attended the 22nd Canadian Chemical Engineering Conference, where he chaired

SWEET TOOTH AT 60
Montreal East's Georges Beauchamp

the plant operations session.

Phil Blundy reports that pollution complaints have reached an all-time low and attributes the drop to employee awareness and vigilance coupled with improved operating conditions. Phil holidayed in Rome and Athens, courtesy of his daughter, a CP Air hostess.

Sieman Terpstra was visited by his 75-year-old mother from Holland. He took her to Vancouver to visit her brother whom she has not seen for many years . . . Doug Nickerson vacationed in Florida; Don D'Aoust and Bob Barker went hunting.

Larry Naylor is managing an Oakville All-Star Minor Midgets hockey team. The team has won six of its 11 exhibition games and both league encounters . . . Roy Hayman, an American Bowling Conference director, and his sister-in-law Eunice Arnold, took part in a ten-pin Scotch doubles bowling tournament in Syracuse. Eunice also participated in a 15-game women's tournament. During the event, Roy had the satisfaction of correcting one lady's style and she went on to win the tournament and $300! Roy is also a provincial instructor for junior bowlers and hopes to coach some of his younger players in a tournament in Kingston next year.

Best wishes for a speedy recovery to Bob Hansen, Jimmy Black, Terry Doll, Len Maggs, George Curran, Ron Lynch, Archie Dunn, Irv Cunningham, Jimmy Johnston, Brian Wikiruk and Tom Duffy.

Welcome to new employees Paul Kesner, Paul Roche, Gary Gonneau, Richard Low, Mario Maiurro, Germain Lachapelle, Robert Bacon and Blaine MacKay . . . Guisseppe Cavailiere has transferred to the Research Centre; George Turner to hourly from salaried staff . . . Sympathy is extended to Frank Frederick on the death of his father-in-law.

Hal Burkett and Fred McBean are the refinery's representatives on the Oil Spill Contingency Planning team.

Moose Jaw: Congratulations to Harry Collister, elected vice-president of the Saskatchewan Gas and Oil Safety Council . . . Welcome to Bev Sampson, transferred from Calgary Data Centre.

Edmonton: Best wishes to Don Alton and Bob Rhind, transferred to Head Office; Dave Parsons to Syncrude . . . Welcome to Norm Kirton, Myles Bloedel, Vicki Lamoureux, John Pigeon and Bill Kimak.

Port Moody: Despite the inauspicious date of Friday 13, 90 people attended the fall banquet and dance at the Vancouver Golf Club organized by Totem Club president Bill Mills.

Welcome back to Gary Monk after being on the sick list . . . A speedy recovery to Gary Baerg who was hospitalized . . . Best wishes to Wally Wenschlag, leaving the Company.

PUBLIC RELATIONS

Scholarships Announced

The 1972 Gulf Canada Scholarship winners selected by the Association of Universities and Colleges of Canada have been announced. The seven recipients are:

Valerie Dotto, daughter of Port Moody Refinery's Valentino Dotto; Lynn Alexander, daughter of Kamloops Refinery's James Alexander; Gerald Axenty, son of Exploration Department's Lloyd Axenty, Calgary; Robert Wytsma, son of Exploration Department's Ted Wytsma, Calgary; Derek Hamilton, son of Clarkson Refinery's Donald Hamilton; Gordon Mitchard, son of Head Office Treasury Department's Jack Mitchard; James Smeltzer, son of Chemical Department's James Smeltzer, Lachine.

Each scholarship provides $1,000 per year to the student and $500 for the university for four consecutive years or until a bachelor's degree is obtained. (See also *Commentator*).

Winners of $300 bursaries for 1972 are: Richard Weatherall, son of Marketing Department's George Weatherall, Port Moody; Faralee Chanin, daughter of Employee Relations Department's Al Chanin; David Dlugos, son of Production Department's John Dlugos, Stettler; Craig Tufts, son of Refining Department's Bert Tufts, Edmonton; Steven Carmichael, son of the late G. W. Carmichael, Marketing Department, North Bay; Susan Kohl, daughter of Marketing Department's Donald Kohl, Toronto; John McEachen, son of Head Office Treasury Department's William McEachen; Paul Scale, son of Comptroller Department's Alfred Scale, Toronto; Sylvia Terpstra, daughter of Clarkson Refinery's Sieman Terpstra; Robert Gelinas, son of Chemicals Department's Onil Gelinas, Shawinigan; Susan Blair, daughter of Refining Department's Logan Blair, Point Tupper; Mary Dunne, daughter of Marketing Department's John Dunne, St. John's, Newfoundland.

Head Office: The Company information program related to consolidation of Gulf Canada's Prairie refining capacity at Edmonton has received another citation. An award of excellence from the Canadian Public Relations Society was received by department manager Jack Yocom at a joint conference of Canadian and U.S. P.R. practitioners.

Alfred Marks is using up his season's theatre tickets at the St. Lawrence Centre . . . Wally Court is on ice twice a week. He joined a hockey team . . . Bob Hughes goes to New Westminster, B.C. for Christmas with side trips to Vancouver; Des Ringland will be in Florida over the Christmas season . . . Canvasser Mike Alexander was glad to see this year's United Appeal meet with success.

Speeches Available

Speeches can be obtained by writing the editor, Gulf Oil Canada Limited, P.O. Box 460, Station A, Toronto.

Management Audits Auditing, by C. D. Shepard, chairman, Gulf Oil Canada Limited, to the Northeast Area Conference of the Institute of Internal Auditors, Royal York Hotel, Toronto, September 7, 1972.

GULF OIL CORPORATION

Lower Earnings

Consolidated net earnings of Gulf Oil Corporation for the first nine months of 1972, are $356 million before extraordinary write-offs, a decrease of 21.6 percent from the $454 million in the same period last year.

The 1971 nine-month results reflected an increase in profits of $17 million representing 1971 year-end accounting changes and changes in foreign currency rates. The accounting changes were on an equity basis for investments in less than 50 percent-owned companies and a change in method of amortizing undeveloped leasehold costs.

Earnings for the first nine months of 1972 before extraordinary write-offs equal $1.71 per share, a decrease of 48 cents from $2.19 per share recorded in the first nine months last year.

The Corporation recently provided for an extraordinary write-off of $250 million covering the sale or disposal of certain marginal or unprofitable operations, principally refining and marketing, both domestic and foreign. The write-off represents approximately 2.5 percent of Gulf's total assets.

Gulf's total revenues for the first nine months are $5.8 billion, an increase of 5.4 percent over the $5.5 billion reported in the same period of 1971.

Gulf's president and chief executive officer, B. R. Dorsey, attributed the decline in earnings to: inability to recover in the market all increased payments to OPEC countries resulting from higher in posted prices due to currency fluctuations; an eight percent decline in the Corporation's share of total Kuwait production as a result of limitations by the government in the year 1972 of the total production of Gulf and its partners; a six percent decline in U.S. crude oil production; depressed refined product prices in the U.S. for most of the current period; and intensification of exploration activities in the search for new oil and gas reserves.

GULF CANADA GRADS

Charles Hay Steps Down

Former Gulf Canada president Charles Hay has resigned as head of Hockey Canada. He will, however, remain on the executive committee and board of the organization. Mr. Hay announced his decision at a governors and directors meeting in mid-November.

"The job was becoming too demanding," he said.

His decision comes at a stage when hockey on this continent is undergoing a transformation in both its domestic and international aspects.

During the past three years Hockey Canada has spent considerable time investigating university tournaments, scholarships, coaching clinics and research and development programs. The organization's new phase emphasizes implementing these programs in close co-operation with the Canadian Amateur Hockey Association.

"Hockey Canada has brought people together from all over the country to make it go," Mr. Hay said.

Referring to his efforts to bring about the Team Canada-Soviet Union confrontation he remarked that, "It was pleasant work, but very demanding."

Mr. Hay brought the same type of hard driving leadership he had shown at Gulf Canada to Hockey Canada. He made at least seven trips overseas between the time Canada withdrew from world competition and the Team Canada-Soviet series.

An account of Mr. Hay's efforts to bring about that historic series appeared in the June/July *Commentator*.

The work, and Mr. Hay's manner of tackling it, was so demanding that he had to temporarily give up his duties during the summer for a brief stay in hospital. However, he was up on his feet to watch Team Canada in action in Moscow.

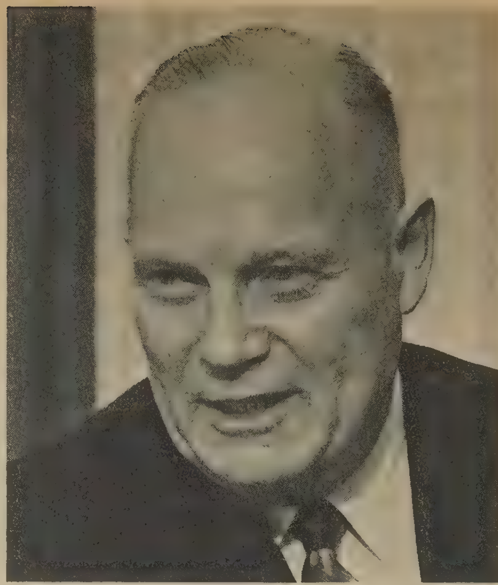
Chris Lang, secretary treasurer of Hockey Canada, gave some indication of Mr. Hay's dedication to the organization when he said, "At his age, he spent six, sometimes seven days a week in the office."

CORPORATE

Nine-Month Profit Up

Consolidated net earnings of $45.8 million for the first nine months compare with $31.5 million for the corresponding period in 1971. Per share earnings for the period were also up from 69 cents to $1.01.

In his regular quarterly report to shareholders, president Jerry McAfee stated that third-quarter earnings of $16.4 million were up $4.6 million over the same period last year.



CHARLES HAY
New Phase for Hockey Canada

Increased revenues this year result from higher volumes in most areas of operations, plus relatively firm product prices. Higher investment and sundry income, together with increased gains on disposal of assets and investments, also contributed significantly to the improvement. All expense items, other than interest charges, however, were higher, due to larger business volumes and generally rising costs. A major factor contributing to higher operating expenses was a substantial increase in exploration and wildcat well expenditures connected with the program in the Mackenzie Delta and Arctic regions.

"It is anticipated that results for the balance of the year will be lower than the exceptionally high level of earnings attained in the last quarter of 1971," Mr. McAfee said.

During the third quarter, an important joint exploration agreement was concluded with Pan Ocean Oil Corporation involving a total expenditure of $21.5 million over the next four years on 1.7 million Gulf Canada acres in Alberta and northeastern British Columbia. Pan Ocean will earn one-fourth of Gulf Canada's acreage interest by spending $17.5 million of the total $21.5 million program, which covers some 60 exploratory prospects in the foothills. Gulf Canada will retain full technical and operating control of the project.

HEAD OFFICE OKTOBERFEST
Refining's Kerry Hope

"The arrangement with Pan Ocean will enable the Company to maintain an active exploration program both in Western Canada and in Canada's frontier areas," Mr. McAfee stated.

Crude oil and natural gas liquids produced during the nine months were up 17.3 percent, while natural gas produced and sold decreased 1.1 percent. Crude processed rose 22.8 percent and sales of refined products, averaging 234,000 barrels-per-day, improved 6.8 percent.

Head Office: Welcome to David Toye transferred from Montreal as assistant corporate secretary.

HEAD OFFICE

Some 20 employees and friends visited the Dunlap Observatory in Richmond Hill. They were treated to a film and slide presentation on the principles of the observatory's 74-inch telescope before seeing it in action.

Editor Ev Clarke reports that the Head Office newsletter is proving a popular adjunct to Company communication services.

Refining's fire prevention specialist Percy Waldren was happy to report that the activities marking International Fire Protection Week were a success. Percy was pleased with the outcome of the low-key evacuation and stressed that fire protection awareness must be instilled in people by gentle stages so that they do not panic in an emergency situation.

Beside the fire drill, goals of fire protection week were to acquaint employees with fire protection resources and offer advice to employees on their own home fire protection and prevention. As a practical step, Percy arranged a discount purchase with extinguisher manufacturers for over 50 employees who bought equipment for their homes and cottages.

About 120 employees and friends attended the Oktoberfest at the German Club where they danced, drank beer, and ate sausages, sauerkraut, potatoes and rolls. Everyone received a beer stein as a souvenir.

GULF REALTY

Head Office: Bob Freeman was lunched at the Westbury and presented with his 20-year service pin by Alec McLaren . . . Trilly McKenzie showed relatives around Toronto.

PRESIDENT'S SAFETY AWARD

13-14-15-16-17-18-19

Seven more President's Safety Awards have raised the total of awards to 19 this year. And, with several more due before the end of December, the total for the year stands to become the second most successful ever from a Safety Award viewpoint.

Units receiving awards from September through November were: Chemicals' Montreal East, its fourth consecutive citation; Moose Jaw Asphalt Plant, its seventh; Saskatchewan Marketing Unit, its second; Strachan Gas Plant, its second consecutive citation in an accident-free history; Calgary Asphalt Plant, its 16th award; Clarkson Branch, its first; and Stettler Unit, its eighth.

Moose Jaw was especially proud of its award this year as it was achieved during conversion from a light oil refinery to an asphalt plant.

At a special buffet-luncheon celebrating their citation, Ken Reeves, manager, operations, Head Office, congratulated employees on their fine effort.

Fred Hudson, craftsman #1, who has a 30-year service record with the Company, received the first cheque from Ken. Plant superintendent Bill Morrison accepted the President's Safety Certificate on behalf of the employees.

EMPLOYEES' ASSOCIATIONS

Men with the Most

Have you a potential Paul Newman in Public Relations, a Robert Redford in Realty, or a Burt Reynolds in Refining? If so, perhaps you'd like to challenge Mr. 477 from Toronto's Mount Pleasant

MOOSE JAW AWARD
Ken Reeves (l), Bill Morrison

Building, Internal Audit's Brendan Meagher, or Ray Garon, Montreal's Mr. Credit.

The seven title nominees at Mount Pleasant were Ron Macdonald, Steve Wood, Bob MacIntyre, Jim Desmormeaux, Howard Hall, Fred Patterson, and Brendan.

Like the Ms. Gulf Contest, entrants were judged for personality, intelligence and appearance. All employees were eligible to vote.

After some amusing introductions and zany campaigns, the event climaxed at the Town and Country where a crowd of approximately 200 gathered to watch a surprised Brendan win. As champion, Brendan received an engraved trophy, a dinner at Ed's Warehouse and a night on the town courtesy of the Mount Pleasant Employees' Association. Runners-up Howard Hall and Fred Patterson won engraved trophies.

At Montreal, the contest was run on a different basis.

Only females were allowed to vote, with the final choice made by an organizing committee consisting of Claudette Rochon, Johanne Gamelin, Francoise Matte, Louise Lavoie, Louise Champoux and Suzanne Giguère.

After a series of ballots, a list of 24 nominees boiled down to three finalists: Jean Paul Godin, Serge Goyer and Ray. Each was then privately interviewed by the committee. Judging was based on personality, intelligence, attitude, behavior towards women, appearance and general popularity.

As winner, Ray received an inscribed mural plaque and tickets for a Montreal Expo game. Serge and Jean also received tickets as consolation prizes.

RESEARCH CENTRE

Fan Belt Run-Around

Question: I'm having trouble with my 1968 Chevelle six-cylinder which is making strange noises in the front of the engine. The water pump and alternator have both been replaced in an attempt to cure the problem. What else can be done?

Answer: I think your car was fitted with one of the new segmented and notched fan belts. While they are supposed to last longer, some of these belts suffer from directional instability and vibrate against the pulleys even though properly tensioned. The vibrating action can often be observed by using a timing light against the belt. If your alternator and water pump are innocent, a dose of liquid fan belt dressing should cure the problem within seconds. The other alternative is to get yourself a good old-fashioned fan belt.

MR. 477
Brendan Meagher

MONTREAL MR. GULF FINALISTS
Garon (l), Woods, Goyer, Bouchard, Godin, Zizek

EXPLORATION/PRODUCTION

Strachan Expansion Underway

A new wave of activity is taking place among the quiet firs surrounding the Strachan, Alberta gas plant.

A work camp has been set up and field operations are commencing on the multi-million dollar modification announced in October by Gulf Canada and its plant partners Amerada Minerals Corporation of Canada, Ltd., Canadian Export Gas and Oil Ltd., and Pan Ocean Oil Ltd.

Delta Projects Limited, Calgary, has been awarded a contract to construct facilities to remove 4,000 barrels-per-day of propane and butane. Liquid petroleum gas removal will employ the expander process which utilizes gas pressure reduction to achieve improved liquids recovery.

When the new facilities go into operation next summer, the liquid gas mix will be transported by pipeline to a fractionation plant at Fort Saskatchewan, Alberta, for separation of propane and butane.

The original $20 million Strachan unit went on stream in February, 1971. Operated by Gulf Canada, Strachan was designed with a raw gas capacity of 250 million cubic feet per day and is now producing 200 million feet of sales gas, 830 long tons of sulphur and 7,000 barrels of condensate daily.

The plant is some 60 miles west of Red Deer, and located on a plateau 4,000 feet above sea level. The site is one of the highest points in the area and was specially chosen with pollution prevention in mind. A 410-foot stack ensures proper atmospheric dispersion of gases.

Grizzly Talk

Everyone faces mild and unusual occupational hazards. For example, men like Tom Ramsey, drilling supervisor, at the Gulf-Mobil Kilamiotak F-48 well on Richards Island at the mouth of the Mackenzie River, keep a sharp eye out for bears. Tom spotted an old grizzly sow and three cubs near Nabors Rig #17 last spring.

After a long winter hibernation, the family emerged from their den, close to the Company airstrip. In order to protect man and beast, the bears were herded away from camp using a helicopter.

Employees at the Swimming Point base camp in the Mackenzie Valley have also been visited by bears. Al Chanin, manager, employee services, was shown large grizzly tracks in the snow beside the living quarters. Al had room to spare when he placed his boot in the grizzly's footmark.

STRACHAN GAS PLANT
Improved Liquids Recovery

SUPPLY AND TRANSPORTATION

Post-Haste

George Hillier, wheelsman aboard the tanker *Gulf Canada*, likes to beat the system and save some money while doing it.

His wife, however, thought that he was stretching things a bit when she received a telephone call from a Mrs. Luckley of Lawn, Newfoundland, who read her a two-month old letter from George. The Hilliers live in Lamaline, some 15 miles away.

The misdirection wasn't the fault of the post office. In his efforts to beat the mail and save postage, George had placed the letter in a bottle and tossed it overboard while passing the Newfoundland south coast. Mrs. Luckley found the bottle on the beach near the outskirts of Lawn.

Commented Mrs. Hillier, "I hope the success doesn't go to his head. I would like his news a bit more up-to-date from now on."

Head Office: Edna Kennerly spent a week at Redington Beach, Florida, and visited Disney World; Marg Best spent her vacation tanning in Curacao; Bernice Long holidayed at her home in Halifax, Nova Scotia.

EXECUTIVE

Head Office: Gertie Hand vacationed in Curacao . . . Glenna Simcoe spent three weeks touring England . . . Vi Miros and Henriette Vysoki visited Fiji, Australia, New Zealand, Singapore, Hong Kong and Japan.

PLANNING/ECONOMICS

Head Office: Late-season vacationers included Ev Clarke in Curacao, Donna Sakaguchi and Ross MacKinnon in England, and Gord MacNab at Aylen Lake, Ontario.

United Appeal Zeal Yields Record Company Donations

By turning out their pockets and turning on their organizational and artistic powers, Gulf Canada employees have again demonstrated enthusiastic support for United Appeal in-plant fund-raising campaigns.

Company-wide, the showmanship of Calgary employees was a stand-out. Their Gulf Golden Arrow musical was so well performed at a report-luncheon that it was video-taped by CFAC-TV for showing during next year's campaign. The production was written and directed by Hugh Campbell of the Credit Department.

This year's all-employee program featured Robin Hood and all the traditional Sherwood Forest characters such as Maid Marion, Friar Tuck and the Sheriff of Nottingham.

Theme for the Calgary campaign was "This year we need you more than ever," and employees responded by quickly oversubscribing the objective of $26,000 based on an average for the previous three years. The final total of $31,236 came from 81.8 percent participation for an average donation of $36.22 – a 15.6 percent increase over last year's total donations.

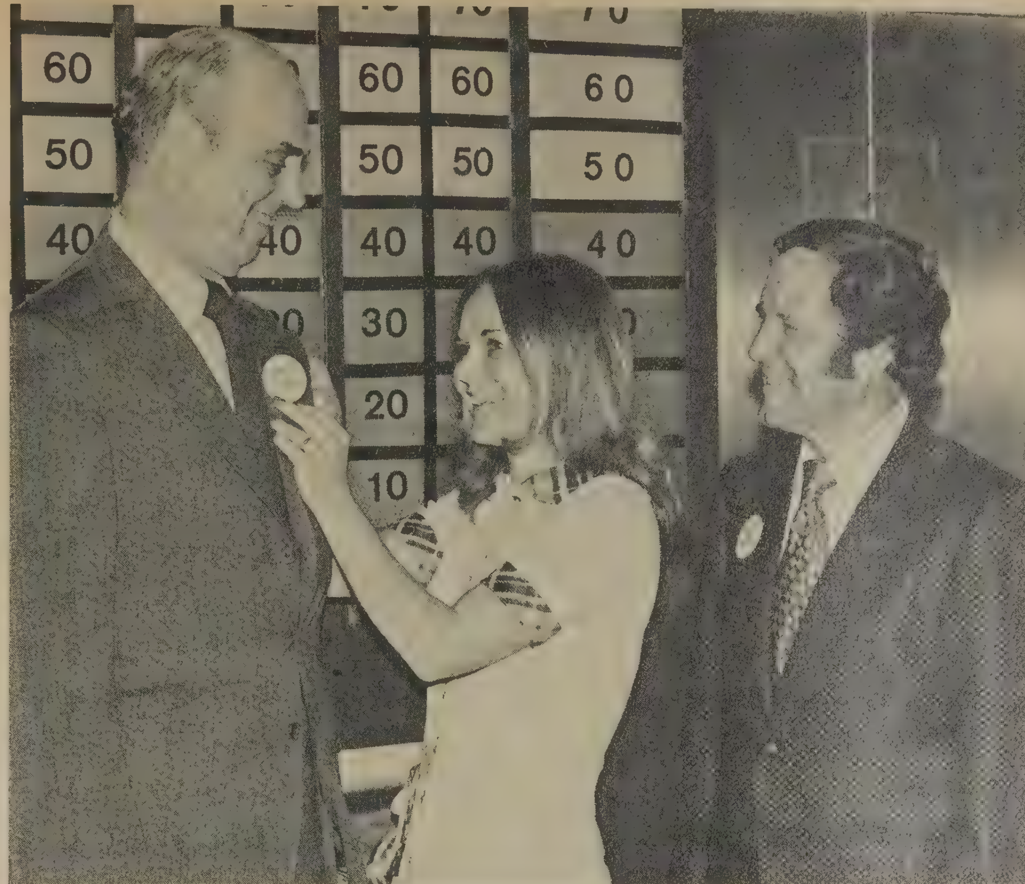
Calgary's campaign committee included chairman and show producer Gord Gibbs, Norman Follett, Harold Scott, Freda Shield, D. L. Johnson, Paul Marcil, Hugh Campbell, Harold Ward, Archie Wilder, Margaret Waldie, Charles Innes, Virginia Prepchuk, Richard Craik, Martin Fry and Roy Bushell.

At Head Office where there were roses for the ladies and "Sharing is Beautiful" buttons for everyone, a goal-achieving total of $31,317 from 83.5 percent participation resulted in an average $75.00 contribution.

Board chairman Clarence Shepard got this campaign off to an early morning start, switching on the participation thermometer at a gathering in the lobby at 8:30 a.m.

Campaign chairman Bob Wright's program included morning kaffee klatches with United Appeal speakers, prize draws and the Countrysyde folk singers – Liz Munn of the Law Department and partner Chris Wheeler.

Noon hours were taken up with the United Appeal films, "A Beautiful City" and "Give it to the World," and film classics courtesy of the CBC. Comedians Wayne and Shuster, who occupied another noon-hour spot, ad libbed their way through a hilarious prize-giving session. Winners were Ruth Clark, health centre, gasoline voucher; George Cookish, Refining, record album; Judy Duckworth, Employee Relations, salad bowl; Robert Freure, Supply and Transportation, watch; Kerry Hope, Refining, radio; Bob Hughes, Public Relations, watch; Jim Linton, Marketing, record album; Carlos McEldon, Treasury, salad bowl; Alex McLeod, Supply and Transportation, gasoline voucher; Robert O'Donnell, Supply and Transportation, gasoline voucher; Helen Sheffield, Marketing, gasoline voucher; Rich Watterson, Employee Relations, cook book.



LAUNCHING HEAD OFFICE DRIVE
Clarence Shepard (l), Helen Wheeler, Bob Wright

At Toronto's Mount Pleasant Building, employees raised $11,515, an increase of $1,000 over last year. Percentage participation remained at 63.2 percent.

Senior vice-president Lorrie Blaser brought corporate greetings and switched on the Mount Pleasant Building board.

The Mount Pleasant program, directed by campaign chairman Brent MacFarlane, followed the same basic format as Head Office, with Rich Lee of the Red Lantern Restaurant entertaining. Hugh Gemmill won the stereo set.

Theme for the Federated Appeal campaign in Quebec was "I give at work."

Employees at Montreal East Refinery and at Chemicals' Varennes plant achieved over 75 percent participation and an individual donation average exceeding $12.00. Montreal East raised $4,138 with a participation of 82 percent. Varennes totaled $3,448, an average of $17.20 per donor.

Halifax employees qualified for a 1972 outstanding citizenship award with a one-day blitz that overshot their $1,000 target by ten percent.

Howard Feasby launched their campaign by serving coffee and doughnuts to arriving employees. Beverley Hall had personalized donation cards waiting on everybody's desk. Draw prizes went to Susan Conroy, Henry Bailey, Len Stone and Pam Gaul.

Port Moody Refinery employees, heeding their slogan of "Give the United Way" raised $2,044. The 76 donors represented an 80 percent participation and qualified them for a good citizenship award. Thanks to canvassers Bob Stark, and Rudy Janzen, lower control unit; Ray McCrae and Hugh Patterson, upper control unit; Lionel Jaeck, utility plant; Don Williams, blender; Arno Diehl, engineering and maintenance; Brian Williston, technical services; and Stan Martin, unit head personnel.

Toronto Tactics →

(1) Campaign chairman Bob Wright outlines Head Office program; (2) Supply and Transportation's Jennifer Rooney jokes with Wayne and Shuster during prize draw; (3) Countrysyde Singers, Liz Munn and Chris Wheeler; (4) Senior vice-president Lorrie Blaser, Alec Goble and campaign chairman Brent MacFarlane launch Mount Pleasant campaign; (5) Gail Walker offers roses.

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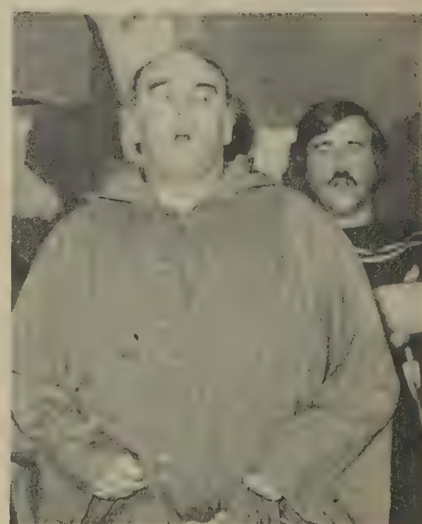

Calgary Capers

(1) Vic Harbidge sings opening number; (2) Town criers Ken Sinclair, Bill Robinson; (3) Ed Mitchel as Robin Hood, Dorine Kaiser as Maid Marion; (4) Friar Tuck, alias director Hugh Campbell; (5) Show at TBRA Ogden Road depot; (6) Singing Sheriff of Nottingham, Bill Plumb; (7) Miss Gulf Canada, Eileen Ryton, gave the show an extra push; (8) Merry men (back); Vic Harbidge, Ray Gilbert, Gord McGuffin, Brian Lewis, Peter Moignard; (front): Jim Kouri and Bob Laloge.

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MARKETING

Sporting Gulfsport 40

Consider yourself a snowmobiling expert? If so, you probably know, for instance, that anytime you become airborne while driving your snowmobile at full load the engine jumps from about 6,000 rpms to a maximum of roughly 9,000 rpms and back again in a split-second.

To combat wear resulting from the tough use of two-cycle engines, especially in snowmobiles, Gulf Canada has developed Gulfsport 40, a 40-to-one mix high-performance engine oil.

The oil incorporates a new ashless detergent-dispersant additive that inhibits piston deposits and minimizes exhaust port fouling. That means maximum protection against ring-sticking, piston-scuffing, abnormal combustion and spark plug fouling under the most severe operating conditions.

A quick-mix additive also ensures immediate mixing of the oil with the gasoline even during extreme cold to prevent lubricant starvation or hot seizure which sometimes occurs when pure gasoline enters a two-cycle engine for a few seconds.

After field tests involving 2,000 miles of operation in snowmobiles, Gulfsport 40 produced remarkable engine cleanliness.

The new product is packaged in a slim rip-top 20 ounce can, the right quantity for mixing with five gallons of gasoline for a 40:1 mix.

Suggested retail price is 89 cents, but employees should take advantage of the special Blitz offer which has Gulfsport 40 selling at 69 cents between December 22 and January 2.

And, even if you aren't a snowmobile owner, Gulfsport 40 is more than adequate for other modern design two-cycle engines in outboards, chain saws, lawn mowers and motor bikes.

SPECIAL INTRO OFFER
Marilyn Bannon, Gulfsport 40

Four More Grads

Approximately 145 people attended a retirement party at the Airliner Motor Hotel for Gerry Sparling, Joe Ezinicki, Dave Spears and Lloyd Nock. The event also served as a farewell for Reg Palmer who left to start on his own.

Each retiree was presented with a suitcase, and Reg, a portable barbecue.

Special guests were construction and maintenance engineer Gord Bandola, and heating and rural representative Bob Jamieson.

Gerry Sparling started as a stock auditor in 1947 and later became branch manager at Virden. After working at Brandon Branch until its closing in 1971, he worked at Winnipeg TBRA where he remained until his retirement. Since retiring he has traveled to Vancouver several times in search of a home.

Joe Ezinicki has a record of 31 years' service. Beginning as a truck driver at the Winnipeg Branch, he later moved into the warehouse and became a shipper under foreman Tom Smith. In 1968, Joe became yard and shipping foreman. He is interested in doing some traveling.

In 20 years with the Company, Dave Spears worked as an intermediate and senior loader. Retirement has given him ample time for his favorite hobby – portrait painting.

Lloyd Nock joined in 1941 as a senior mechanic. He was promoted to garage foreman in 1967, a position he held until retirement. Lloyd intends to remain active and hopes to be driving his own gravel truck.

Reg Palmer, superintendent construction and maintenance, served the Company for 17 years. He worked out of Brandon under Tom Stuart; out of Winnipeg under Vern Mackinnon, and also reported to Rich Kahl and later to Gord Bandola. Reg leaves for a partnership with J. A. Robinson Pump Service, Winnipeg.

Recipe for Life

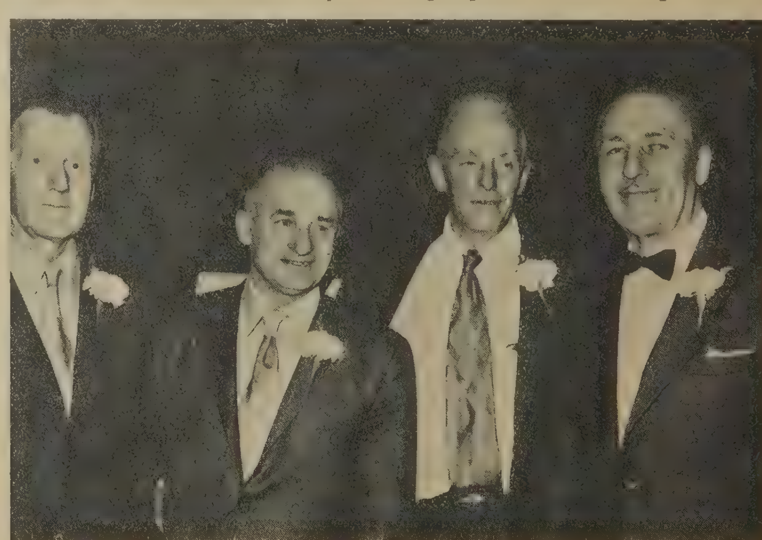
What is so remarkable about a 58-year-old man looking fit? Well, if it's Charles Perrin Johnston you're talking about, it's because the Toronto Home Heating customer relation's officer has just celebrated the fourth anniversary of his heart transplant operation.

Back in 1968 Perrin entered Toronto's St. Michael's Hospital for a two-hour surgery session that gave him a new heart and lease on life.

Today, Perrin lives a normal, active existence. He and his wife Peg entertain frequently and visit friends often. Almost the only concession the Johnstons make to Perrin's condition is to avoid large crowds where he might pick up an infection.

At home, Perrin is constantly busy and has even embarked on a special project. He is compiling a book of salt-free recipes for people with heart problems.

OUT ON HIS OWN
Reg Palmer (l), Gord Bandola



107 YEARS' SERVICE
Retirees' Sparling (l), Ezinicki, Spears, Nock

ADDING SPICE TO LIFE
Author Perrin Johnston

The volume, due to be published soon, is entitled: Some Savory Salt-Free Recipes for Those Who Must, and Others Too.

The idea for the book came to Perrin when he was on his restricted diet before surgery. Finding the food very dull, he began experimenting; adapting recipes by using spices, herbs and wine. The result as a friend said, was "gourmet cooking."

The only serious set-back Perrin has suffered occurred a year ago when he entered hospital for a complete check-up. A minor cold led to serious complications and the planned week of tests dragged on longer than anticipated.

The Johnstons have adopted a simple philosophy. "We live one day at a time, we enjoy it to the full and where adaptable. We don't make big plans too far ahead," says Peg. But Perrin may not fully agree. He's already planning his next book.

Help Yourself

As most people like to help themselves, Sudbury's first self-service gas bar should come as something of a boon.

Located at Barrydown Road and LaSalle Boulevard in the New Sudbury residential-commercial area, the station is northern Ontario's first, Gulf Canada's second in Ontario, and the Company's eighth self-help outlet in Canada.

Incorporating features which have proved popular in other Company self-serve operations, the new gas bar has a massive 1,800-square-foot canopy covering two pump islands, a control kiosk and rest rooms. Two dual pumps on either side of the outer pump islands dispense regular and premium gasolines. Four single product pumps flank the kiosk.

The fueling area is angled across the front two-thirds of the location. The car wash, which has been modernized, is situated at the back of the property.

Sudbury-born Bob Brisebois, manager of the replaced standard Gulf Canada station which was located at the same spot – between two neighborhood shopping centres – will also be managing the new enterprise.

Tough Tailored Togs

Gulf Canada dealers should be looking smarter than ever this year.

One of North America's largest uniform manufacturers, Unitog of Canada Limited, has been commissioned as an additional supplier to provide service station employees with a wider selection of smartly styled uniforms, knit shirts, jackets and raincoats at competitive prices.

After carefully researching and testing to find out which styles have the widest appeal, Unitog came up with a line of modern-looking acid-resistant, permanent press working apparel.

Of more interest to employees is Unitog's offer to supply the same clothing to regular Gulf Canada employees, and illustrated brochures have been sent to Employees' Association presidents throughout the Company along with price lists and order forms for this purpose.

Employees whose jobs don't necessitate wearing uniforms to work can use the smart, tough working-suits for doing odd or heavy chores around the house.

Prairie Oasis

The monotonous white centre line has been flowing endlessly along that Prairie highway. You are driving west on the Trans-Canada, just past Medicine Hat. You are tired, your gas is low, but you keep your foot hard on the pedal. Then, up ahead is a new $350,000 Gulf Canada Service Centre and Restaurant, open 24 hours a day, seven days a week.

It's a sight for tired eyes – a 5,000-square-foot complex with gas pumps, service bays and appetizing refreshments awaiting you in the spacious red-roofed, stone-faced restaurant.

The new facility was opened by Medicine Hat's colorful mayor, Harry Viner who, among other publicity capers, once came east for a walking race with a Toronto mayor.

The service centre boasts four two-grade pumps, the latest equipment in its service bays and is open from 8.00 a.m. to 6.00 p.m., Monday to Saturday. A staff of ten employees is managed by Ed Hrynkiw.

The restaurant, supervised by Rae Turnball of Calgary, has a total staff of 30 rotating on a 24-hour shift.

Head Office: Welcome to Gerry Hachey who recently joined the Company.

ATLANTIC DIVISION

Halifax: Response to the Employees' Association mixed curling league has been so overwhelming that more ice time is required to fit everyone into the weekly schedule. Curling began November 17.

Welcome to Jim Nicholson, draftsman; Lloyd Hines, mailing services; and Edward Waterman, driver . . . Good luck to Peter Emerson, leaving the Company . . . Best wishes to Buzz Russell, undergoing eye surgery.

Congratulations to Graham Warwick, promoted to planning analyst, motorist group; Buzz Russell, to training and merchandising advisor, heating/rural group; Derek MacNearney, now Digby Branch superintendent; and Glen Bonnar, pricing clerk, financial services.

QUEBEC DIVISION

Montreal: Quebec's French TV personalities Jean Cloutney. Doris (Gédéon) Lussier, and Gustave Sévigny watched golf partner Louis Paquette, home heating and rural supervisor, ace the 178 yard, par three, ninth, at the Beleoil Golf Club. Louis, who used a number four wood, was honored by the club for his achievement.

APPEALING APPAREL
For Employees Too!

ONTARIO DIVISION

London Branch: Robbie Clarke had a streak of bad luck. He tore the ligaments in his ankle in a fall and, while hobbling around with a cast and crutches, fell again and broke a finger. Then he broke a tooth and a dentist bill of $125 didn't make him feel any happier. Now the leg is better and the tooth is fixed, but the finger will require surgery.

Welcome to the FAC Terminal: Murray Davies, Bob Ellis, Adolphine MacDonald and Shirley Butt . . . Don Ross, driver, vacationed on the East Coast.

Mount Pleasant: The newly-elected Gulf Canada Employees' (Ontario) Association executive is: president, Stuart Spanglett; first vice-president, Ian Halford, Port Hope; second vice-president, Doreen Mead; treasurer, Peter Stoneham; secretary, Sharon Lloyd.

PRAIRIE DIVISION

Winnipeg: Welcome to salesmen Cecil Jenkinson and Russ Petts, transferred from Calgary.

Calgary: Welcome to Dana Ferguson, TBRA distribution supervisor; Don Hall and George Rose, restaurant representatives; Glen Cryderman, engineering; Chip Wilson transferred from Vancouver; Blair Lynch from Camrose; John Neufeld from Portage la Prairie and Ron Kordikowski from Calgary Branch . . . Best wishes to Bob Mayo, transferred to Pacific Division as manager industrial market; Keith Turner, to Montreal as planner motorist market; Russ Petts to Winnipeg; and Paul Nichol to Edmonton as marketing representative.

Cliff Taylor was honored by friends and fellow employees at a retirement party at the Calgary Petroleum Club. In his 34 years with the Company he worked in Regina, Winnipeg and, most recently, Calgary as analyst, administrative services. He was presented with two water color paintings and a wallet containing cash.

Eston: A Gulf running shoe made of 5,000 paper flowers and built by Servico employees Bill Ewert and Adam Loran won first prize in the annual parade.

PACIFIC DIVISION

Vancouver: Bob Stordy had a field day at the fall Golf Tournament at Hazelmere Golf Club. His 87 low gross tied him for first place with Doug Moseley; he was low net winner with a 74; and, along with Harold Law, Mike Fric and Bill Hall, won the low foursome with a 306. High gross winner was Tom Neussler with 124. Thanks to all who participated, and special thanks to Norma Vaughan and Esme Rothman for their assistance . . . Welcome to Arleigh Lumsden and Pat Morrisey . . . Best wishes to Robyn Good, leaving for the duties of motherhood.

MEDICINE HAT SERVICE CENTRE*
Highway Haven

COMPTROLLER

Head Office: Lillian Williams and Les Kellermann were lunched at the Westbury and presented with ten- and 20-year pins respectively.

Toronto Data Centre: Best wishes to Linda Southan, payroll accounting, who married Len Mills of Toronto-Dominion Bank; regular summer employee Mary Mitchard, who became Mary McCorback and now lives in Hamilton; Jim Patton, financial accounting, married to Pauline Lang; and Gary Arland, financial accounting, married to Margaret Seaton, formerly of Home Comfort accounting . . . Congratulations to Gary Arland, now a certified general accountant . . . Ross Laing, payroll accounting, holidayed in Vancouver . . . Welcome to new employees Glen Hutka, internal check; Bernard Humphreys, performance reporting; David Wilkinson, accounts payable; Howard Challacombe, payroll accounting; Peter Makepeace, internal check, replacing Joe Galasso, transferred to performance reporting; benefit accounting's Gord Preece, transferred from Servico payroll, and who is replaced by Harry Bongers, transferred from Head Office.

*Gulf hostesses flank Mayor Harvey Viner at ribbon-cutting ceremony. Service Centre manager Ed Hrynkiw (l) restaurant manager Ray Turnball, and area manager, direct retail, Jack Shave also participated.

PEOPLE & PROGRESS

Salute To Service

DECEMBER

30 YEARS

Exploration/Production: R. E. Langley, Edmonton. **Refining:** D. A. Caven, James Johnston, Clarkson. **Supply/Transportation:** Mary Houlden, Vancouver.

25 YEARS

Marketing: Anne-Marie Thibault, Quebec Division. **Refining:** C. H. Powers, Head Office; R. S. Gordon, Montreal East; L. G. Smith, Clarkson; J. W. Watson, Point Tupper. **Supply/Transportation:** C. C. H. Ball, Edmonton. **Chemicals:** Albert Campbell, Bedford; L. P. Lacerte, Shawinigan. **Research Centre:** E. H. Arnold.

20 YEARS

Employee Relations: J. L. J. Descent, Montreal. **Comptroller:** L. M. MacKenzie, Toronto Data Centre. **Marketing:** A. H. Bernaerts, Head Office; R. F. Griffin, E. B. Thompson, B. C. Tuepah, Ontario Division; Laurent Guay, Quebec Division. **Exploration/Production:** J. A. Thompson, Calgary. **Refining:** Rejane Caron, G. F. Gwilliam, Hilaire Santini, Montreal East; W. W. Wenschlag, Port Moody. **Supply/Transportation:** A. L. Lebar, R. P. Matchett, Head Office; J. F. O'Neil, Calgary; L. D. Gould, R. L. Hafermehl, W. O. Stack, Stettler. **Chemicals:** Gerard Guillemette, Varennes.

15 YEARS

Executive: W. J. Evans, Malton, Ont. **Comptroller:** A. H. Rodney, Calgary Data Centre; Walter Chwastyk, Montreal Data Centre. **Marketing:** Roger Gagne, Quebec Division. **Exploration/Production:** R. A. Marr, Mary Ann Comella, P. M. Hoven, Calgary; G. D. Anderson, Stettler; T. B. Harrison, Edmonton; R. D. Schnell, Estevan. **Supply/Transportation:** C. F. Amies, Edmonton. **Credit:** J. F. Wickey, Calgary.

10 YEARS

Comptroller: R. O. Bennett, Montreal Data Centre. **Marketing:** T. A. Ashmore, E. E. Demers, Ontario Division; Eddie Ewaskiw, E. P. Mueller, Prairie Division; A. J. Richard, Atlantic Division; F. X. Steigenberger, Pacific Division. **Exploration/Production:** F. W. Postma, Stettler; R. J. Wilshusen, Rocky Mountain House; **Refining:** J. G. Soukoreff, J. R. Wynn, Kamloops. **Chemicals:** Andre Garceau, Montreal East; P. P. Giroux, Ste. Therese.

Appointments

REFINING:

D. M. Kemp is appointed process engineer, Head Office; **T. E. J. Swider** is appointed planning analyst, Head Office; **Andre Sauvageau** is appointed process engineer, Point Tupper Refinery; **J. L. J. Descent** is appointed personnel administrator, Edmonton Refinery.

COMP/COMM SERVICES:

T. C. Towers is appointed unit head, sales processing, Toronto Data Centre; **J. M. Arnold** is appointed unit head, retail Travel Card output balancing, Toronto Data Centre; **James MacDonald** is appointed unit head, keypunch, Toronto Data Centre.

MARKETING:

R. O. Russell is appointed advisor, training and merchandising, heating/rural group, Atlantic Division; **K. G. Puls** is appointed industrial marketing representative, Winnipeg North, Prairie Division; **Albert Kirkham** is appointed supervisor, financial planning, and control, Pacific Division; **R. A. Hoover** is appointed administrator, heating/rural, Pacific Division; **L. C. Harvie** is appointed representative, motorist market, Vernon, Pacific Division; **T. D. Zuagg** is appointed representative, motorist market, Vancouver, Pacific Division; **A. A. Westaway** is appointed advisor, legal, Pacific Division; **D. J. Sharp** is appointed supervisor, Servico direct retailing, Pacific Division; **R. W. Doig** is appointed marketing representative, Pacific Division; **Brian Blackhall** is appointed marketing representative, Pacific Division.

TREASURY:

J. D. Nichol is appointed administrator, commodity and property taxes, central, Head Office; **C. A. McEldon** is appointed supervisor, commodity taxes, Treasury Department, Head Office.

EMPLOYEE RELATIONS:

Denise Walker is appointed supervisor, employment, employee services section, Montreal; **B. N. Sider** is appointed advisor, benefits, employee services section, Calgary.

Retirements

W. A. Banks, Marketing, Pierrefonds, Quebec. Mr. Banks joined Gulf Canada in 1932 and at retirement was manager, plant operations; **L. G. McManus,** Marketing, Head Office. Mr. McManus joined Gulf Canada in 1929 and at retirement was administrative sales analyst; **G. L. Burns,** Marketing, Saskatoon. Mr. Burns joined Gulf Canada in 1947 and at retirement was plantman; **R. E. Langley,** Marketing, Valley View, Alberta. Mr. Langley joined Gulf Canada in 1942 and at retirement was switcher; **M. E. MacGougan,** Marketing, Calgary. Mr. MacGougan joined Gulf Canada in 1937 and at early retirement was control analyst; **Lawrence Wieck,** Marketing, Galt, Ontario. Mr. Wieck joined Gulf Canada in 1953 and at early retirement was senior driver; **Jean Glendenning,** Comptroller, Toronto Data Centre. Miss Glendenning joined Gulf Canada in 1942 and at early retirement was senior clerk; **M. J. Atkinson,** Marketing, Ottawa. Mr. Atkinson joined Gulf Canada in 1951 and at early retirement was garage foreman; **Jules Gignac,** Marketing, Ottawa. Mr. Gignac joined Gulf Canada in 1953 and at early retirement was senior mechanic; **D. W. West,** Marketing, Sault Ste. Marie. Mr. West joined Gulf Canada in 1937 and at early retirement was senior clerk; **Noel Provencher,** Chemicals, Shawinigan. Mr. Provencher joined Gulf Canada in 1943 and at early retirement was operator; **Maurice Vaugeois,** Chemicals, Shawinigan. Mr. Vaugeois joined Gulf Canada in 1940 and at early retirement was operator; **Pertien Buisson,** Chemicals, Shawinigan. Mr. Buisson joined Gulf Canada in 1940 and at early retirement was operator; **Walter Adams,** Montreal East Refinery. Mr. Adams joined Gulf Canada in 1948 and at early retirement was #2 pipefitter; **W. A. Bews,** Marketing, Thunder Bay. Mr. Bews joined Gulf Canada in 1938 and at early retirement was branch superintendent; **Douglas Elliot,** Marketing, Saint John, New Brunswick. Mr. Elliot joined Gulf Canada in 1949 and at early retirement was intermediate clerk; **H. L. H. Routh,** Marketing, Victoria. Mr. Routh joined Gulf Canada in 1934 and at early retirement was manager home comfort; **Real Leblanc,** Chemicals, Shawinigan. Mr. Leblanc joined Gulf Canada in 1941 and at early retirement was customs clerk; **J. F. Ezinicki,** Marketing, Winnipeg. Mr. Ezinicki joined Gulf Canada in 1941 and at early retirement was yard foreman.

Deaths

It is with deep regret that we report the following deaths:

G. A. C. Higgs, Prairie Division, 28 years' service, September 29; **J. P. R. Matthe,** retired, Montreal East Refinery, 29 years' service, September 30; **W. M. Croisetiere,** retired, Chemicals, Shawinigan, 19 years' service, October 6; **Maurice Beaudoin,** retired, Chemicals, Shawinigan, 30 years' service, October 6; **Harry Rimmer,** retired, Montreal East Refinery, 28 years' service, October 12; **N. J. Morrison,** retired, Gulf Realty, Head Office, 20 years' service, October 26; **C. W. Cooper,** retired, Royalite, Calgary, 14 years' service, October 14; **J. C. Duff,** retired, Ontario Division, 16 years' service, October 27.

Sympathies

Sympathy is extended to:

E. F. Thomas, Clarkson Refinery, on the death of his father; **Jim Black,** Clarkson Refinery, on the death of his father; **E. A. Berg,** Refining Department, Head Office, on the death of his wife; **J. C. Urquhart,** Montreal East Refinery, on the death of his mother; **Gordon Sides,** Montreal East Refinery, on the death of his mother; **Sally Elvins,** Legal Department, Head Office, on the death of her husband; **L. C. Lambert,** Refining Department, Head Office, on the death of his father; **R. A. Belyea,** Marketing, Saint John, on the death of his mother; **L. M. Strong,** Marketing, Winnipeg, on the death of his mother; **T. W. Cameron,** Edmonton Refinery, on the death of his mother; **Craig Mackie,** retired, Clarkson Refinery, on the death of his wife and son; **S. H. Thorpe,** retired, Saint John, on the death of his wife; **Dicky Banks,** retired, Clarkson Refinery, on the death of his wife.

People in the News

Bob Wright, advisor, safety, Employee Relations Department, Head Office, addressed the Ontario Risk and Insurance Management Society; **J. A. Harvie,** vice-president Supply and Transportation Department, has been elected a director of Trans Mountain Pipe Line Company Limited; **R. R. Dean,** operations manager, Edmonton Refinery, served on a technical panel at a National Petroleum Refiners Association meeting in Anaheim, California; **B. C. St. George,** coordinator, analysis and review, Research Centre, was interviewed on research into synthetic oils on the CBC-TV *This Land* film, *Cry of the Whales*; **C. B. Nyberg,** manager, geophysics, co-chaired a seminar on land use at Inuvik, NWT, jointly sponsored by the Canadian Petroleum Association and the Department of Indian Affairs and Northern Development.

CREDIT

Credit Credentials

Following what has become a tradition in the Credit Department, five more Gulf Canada employees have completed courses designed to increase their job effectiveness.

Topping the list and graduating from the prestigious Credit and Financial Management course offered only at Dartmouth, Harvard, and Stanford universities in the U.S., was Head Office's Don Wilson, coordinator, general credit. Some of the requirements for Don's course included attending a two-week study period each summer for three years and submitting a detailed management study report.

Completing a three-year Credit Management course (MCI) offered by the Canadian Credit Institute were Tom Peregovits and Roger Wojtula, Calgary, and Toronto's Clare Sinclair. At this stage, however, only Clare is eligible for the MCI since it also requires a minimum of five years in credit work. Tom and Roger, each with four years' experience, will qualify for their designates in 1973.

Completing her one-year CCI Basic Studies correspondence program with honors, was Calgary procedure clerk Sharon Sheldon. Excelling was Darwin Kraft, Calgary, who received the Calgary Credit Grantors' Award for the highest total marks in his second year CCI course. Toronto Home Comfort senior creditman John Bickford, who works for Gulf's affiliate Servico, won the Canadian Credit Institute Toronto Chapter Award for highest marks in accounting in first year Credit Management.

Department totals for CCI courses to date are: Seven Basic Studies, 52 MCI designates, and two Graduate Studies. Of the MCI designates, 25 are located in Calgary, while Montreal and Toronto have 13 each. One Head Office creditman has an MCI designate with two having completed the Graduate School of Credit and Financial Management course.

GOLFING SLAPSHOT
Andre Turcot tees off

Montreal Mini-Golf

Ever since employees at Montreal Credit took their families to "Le Palais du Commerce" indoor mini-golf tournament they have been unceasingly nagged with cries of "Let's go back."

The tournament rules were the same as big competitions with sudden-death play-off to determine winners following tied scores in regular rounds. Unlike the major tourneys, however, everyone in the children's section finished in the money and walked away $1.00 richer.

It was both endearing and hilarious to see some of the kids get their first taste of the sport of great frustrations. Andre Turcot, son of Gilles, charged the 18-hole course with a style reminiscent of a hockey centre, while Jennifer Breault, daughter of Denis, found the large putter impossible to wield with any dexterity. Yvan Duplantie, son of Roger, won the prize for the most holes-in-one – four.

In the final of the six-year old event, Eric Tremblay, nephew of Nicole Tremblay, defeated Alain Laforêst, son of Alcide. Brian Couture grabbed number one spot in the 7-9 year-old category with a course storming 59.

In the adult section, Jean Duplantie, wife of Roger, was temperamental. After narrowly missing some putts, she decided that her lack of accuracy was due to a dirty ball. To rectify the situation, she picked the ball up and brushed it off before each putt.

In the father-and-son category, Jean-Paul Godin and son Guy defeated Ray Garon and son Louis by four strokes.

Ray Garon, however, was soon back on top when he won the adult section with a 34.

Ontario: Congratulations to Gord and Mrs. Holditch, a daughter, Jessica Anne . . . Sympathies to Richard Labonte on the death of his mother-in-law . . . Welcome to Gail Skewes, Cynthia Noranha, Pat Wright, George Keter, all of retail customer service . . . Good luck to Brenda Singleton, retail customer service, leaving the Company . . . Best wishes to Roger Schneider, Loretta Dissanayake, Pat Brereton, Larysa Pryshlak, transferred to Toronto Data Centre.

Calgary: Welcome to Jim Carter, Peter Randall, Joan Fleury and Sunil Puri . . . Farewell to Walter Din and Karen Foster . . . Congratulations to Bev Mikitka, replacing Karen Foster as group leader, stenographic section . . . Best wishes to Elaine Meyers who married Robert Ingalls.

COMP/COMM SERVICES

Head Office: Harry Bongers has transferred to Toronto Data Centre payroll . . . Welcome to Dereck Thorpe.

Mount Pleasant: Scott Hopkins, computer operations, and bride Cheryl honeymooned in Hawaii . . . Congratulations to Brian Meagher, computer operations, and wife Norma, a daughter, Shannon; to Francine and David Finnimore, a son, Jonathan Luc . . . Roger McBurney, sales processing, visited friends and relatives in England and Ireland, and later was in Germany for two weeks as a member of the Canadian Armed Reserve on a NATO exercise. He also enjoyed France and Switzerland . . . John Arnold, sales processing, was lunched at the Camelot and presented with a power saw prior to his transfer to retail processing . . . A party was held for John McMillan prior to his transfer to Head Office Marketing . . . Olfie de Jesus, sales processing, was delayed while holidaying in the Philippines after martial law was declared . . . Best wishes to Maria Tumolva, cash processing, on her marriage to Antonio Scotto Di Luzio.

INTERNAL AUDIT

Toronto: Welcome to Gary Arland, transferred from financial accounting.

TREASURY

Head Office: Purchasing's Carol Tait was lunched at Malloney's by Marg Carharte, Wendy Karcz, Lucy Woloshyn, Adelaide Gratton, Shirley Tonks, Kathy Smith, Jackie Schut and Emma Vescio prior to her transfer to Marketing . . . Welcome to Lucy Woloshyn, replacing Carol.

PRECISION PUTTER
Louis Garon

The class of '72

Gulf Canada's top students for 1972, five boys and two girls, have been awarded scholarships in accordance with the provisions of the Company's scholarship plan.

Under the terms of the program, the Company awards seven scholarships annually to outstanding students whose parents are employees of Gulf Canada or affiliated companies.

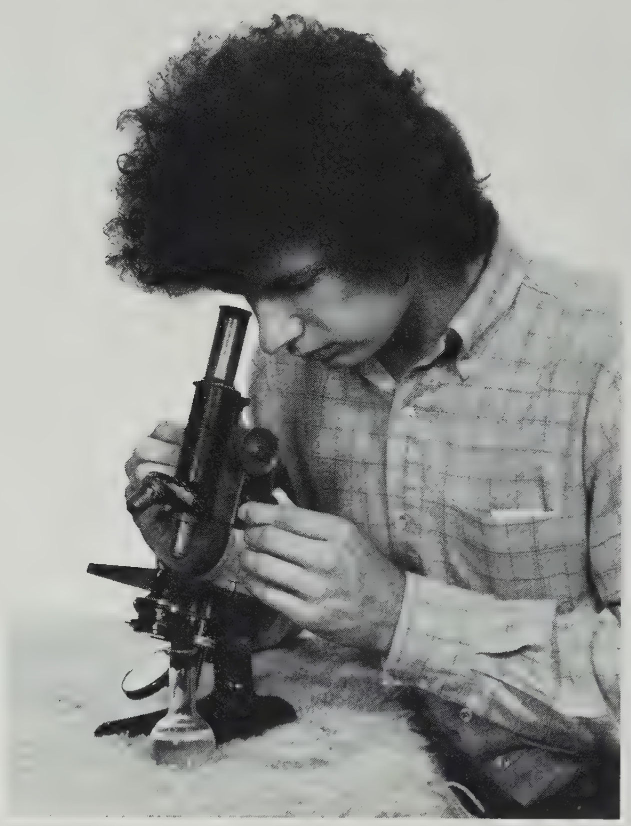
In this, the eighth year of the plan, 73 students submitted applications for consideration. In all, during the eight years the Company program has been in operation, 476 students have applied for the awards. As in previous years, the judging of entries was carried out under the guidance of the director of awards for the Association of Universities and Colleges of Canada.

Gulf Canada scholarships each carry a total value of $4,000, with $1,000 granted for each successfully completed year towards a bachelor's degree. An additional $500 annual grant is payable to the university in which the student is enrolled.

Along with the seven scholarship winners, 14 bursary winners will receive $300 each. Names of bursary winners are reported in this month's Supplement.

Gulf Canada also sponsors nine Fellowship awards each year. These awards carry a value of $4,000, with $3,000 going to the student for post-graduate study, and $1,000 to his university. The Fellowship awards for 1972 were made last spring and reported in News Supplement's August-September issue.

Commentator salutes the class of '72 with these brief biographical sketches, and adds its congratulations and best wishes for every future success to each student in his chosen field.



Derek Wade Hamilton

Lynn Marie Alexander

Derek Wade Hamilton

Scholarship winner Derek Hamilton was working in the Clarkson Refinery grease plant when he heard the good news of his selection.

Derek, 19-year-old son of Clarkson Refinery electrical foreman Don Hamilton and his wife Lenore, won the award on the basis of his grade 13 final marks from Perdue High – 89.7 percent.

A perennial honors student, Derek won an award in grade 13 for contributions to science and technology. He's now studying for his Bachelor of Science in chemical engineering at the University of Waterloo.

"I decided on Waterloo because it offers a co-op course which involves four months of classroom time and four months of practical experience," Derek explains. "This way you get an introduction into business while studying."

This arrangement fits in with his ideas of what education should be. "We've got to move away from the classroom concept," Derek believes. "The idea of a teacher as dictator is obsolete. High school students need much more freedom."

Derek finds university "a lot of fun," but thinks it will take him a while to adjust to university life. "I'd like to get into a lab," he says, "but first-year students don't really get into things related to engineering."

Extra-curricular activities include tennis and rock music. "I like rebuilding cars as well," says Derek, "and have built a go-kart and a mini-bike."

As for his opinions on society in general, Derek believes religion and nationalism are the major causes of war at this time. "We've got to get away from the idea of separate nations. Only by joining together can we solve such problems as pollution and famine," he says.

The young student feels life is far too hectic. "I'd just like to know how we got into this rat race," he comments.

Lynn Marie Alexander

For Lynn Alexander, 18-year-old daughter of Kamloops Refinery stationary engineer James Alexander and his wife Neila, life is full of opportunities. "It's something worth taking every advantage of," she maintains, "and we must put everything into making the world a better one for ourselves and others."

Applying this philosophy to her own life, Lynn was successful as an honor student through high school, graduating from Norkam Senior Secondary school as student of the year. "I'm taking courses at Victoria University in preparation for the School of Nursing at the University of British Columbia," says Lynn, who is working towards her B.Sc. in nursing.

"The professional knowledge and skills will always be useful," she comments, "and the areas I can eventually get into are extremely varied and rewarding, such as Baccalaureate and Diploma Programs."

In keeping with the general views of this year's scholarship winners, Lynn feels

Gerald Dennis Axenty

'72

education should move away from its rigid system of lectures. "We need a system that provides students with practical values as well as academics," she says. "Learning is supposed to be a privilege, not a burden."

Lynn views society as "a world within a world" and says that each social group sees itself as the moral and ethical judge of its own members. "This leads to conflicts, and, although society is improving, it is a very slow process," she believes. "We should look ahead, not behind."

Commenting on outside interests, Lynn enjoys doing a little bit of everything – sewing, music, dancing and all sports from football to ping-pong.

Striking a philosophical note, Lynn says, "We all leave childish things behind as we grow older, but I wonder if we should do so entirely. Even the wildest fantasy of youth has some foothold in reality."

Gerald Dennis Axenty

Gerry Axenty is the 17-year-old son of Lloyd and Virginia Axenty whose father is senior geophysicist in the Calgary Exploration and Production office. He's looking for a career both intellectually stimulating and challenging. "I like to argue," he says, "but I'm looking for something that will also enable me to help people and change our society for the better."

Gerry has a few ideas in mind. "I might become a criminal lawyer, or a diplomat, or even enter provincial or federal politics."

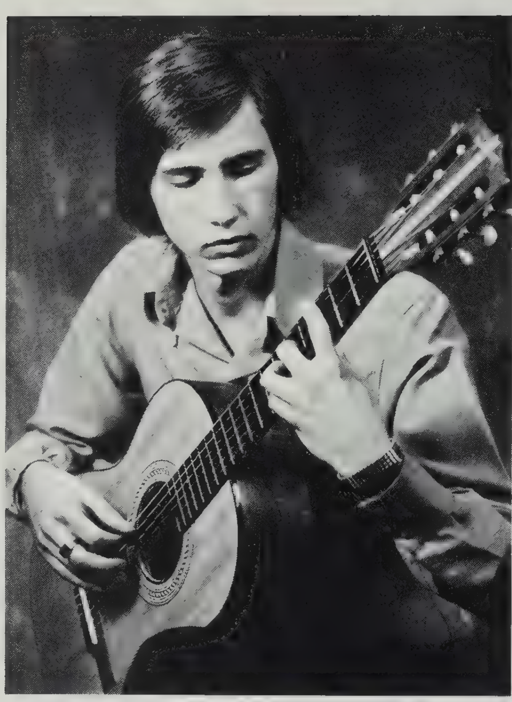
At the University of Calgary, Gerry will study pre-law, and hopes to go on to the University of Alberta for his LL.B. A perennial honors student, he was valedictorian in grade 9 and captain of a winning debating team. Other achievements include: panel member of TV's Reach for the Top quiz team; editor of the Ernest Manning Senior High newspaper; member of the student union council; winner of the Ernest Manning Service Award and outstanding student award in grade 12. Gerry was also president of the Wargaming Club – the play and designing of conflict situations. "That's my number one hobby," Gerry explains. "I own some 25 wargaming sets and play them regularly."

Chess also ranks high on Gerry's hobby list, and he plays piano "for pleasure." He's also a book collector. "I read constantly. So far I've got 250 books and I'm adding more every day."

Gerry feels strongly that the present education system stifles curiosity and initiative. "Independent research and experimentation by students should be encouraged," he emphasizes, "and we should be taught how to think rather than memorize specific content."

He also feels society could do with some reshaping. "Our society is too structural," he says. "People ought to be free to do as they please as long as they don't infringe on the freedom of others."

Summing up his ideas on life in general, Gerry says, "Life is people, and other people should be the centre of everyone's life."



Gord Mitchard

James Gordon Smeltzer

Gord Mitchard

Another scholarship winner attending the University of Waterloo is Gord Mitchard, 18, son of Jack and May Mitchard. Jack is coordinator, administrative affairs, in the Head Office Treasury Department.

Gord is pursuing an honors Bachelor of Science degree with a physics major. "I'm undecided about a profession," he says, "but I think I'll probably go into research within a university community or industry."

An honors student through high school, Gord was selected to attend a Toronto-based summer science program. He participated in a similar Youth Science Foundation program in 1971 with 64 other students from across Canada.

The young student sees education as a training process that enables him to relate more intelligently and rationally to the world. "If we don't understand how the world operates, how can we hope to make it a better place?" he asks.

Does Gord feel young people are becoming cynical towards life? "Well, I haven't really experienced enough hardships myself to become cynical," he says. "My life has been profitable in terms of accomplishments, so I can only look forward to a life which will allow me to take advantage of more profitable opportunities."

Next to science, Gord's major interest is classical guitar, which he has taught for the past six years. "I also like most outdoor sports and do a lot of reading . . . science and science fiction of course!"

James Gordon Smeltzer

James Smeltzer, 17, son of Montreal Chemical Department sales manager James Edward Smeltzer and his wife Isabelle, is studying engineering in the Applied Science faculty at Queen's University.

"The program is fairly general so it gives me the freedom to change," says James. "At the moment I plan on going into either engineering chemistry or engineering and mathematics. I haven't decided on a career yet – maybe government or industrial research and development labs, or teaching."

A consistent award winner throughout public and high school, James graduated from John Abbott College with a 91.6 percent average. While in grade 11 he was also a member of the school's Reach for the Top team.

Of education James says: "Learning through formal education is a problem and limiting to the student. It becomes a sterile process since you are pushed through the system just so you can do something when you're finished with school."

Most free time is spent reading, playing chess or bridge. "I ski and curl in the winter and get in some golf during the summer," James says, "and enjoy most sports, although I'm not always participating actively."

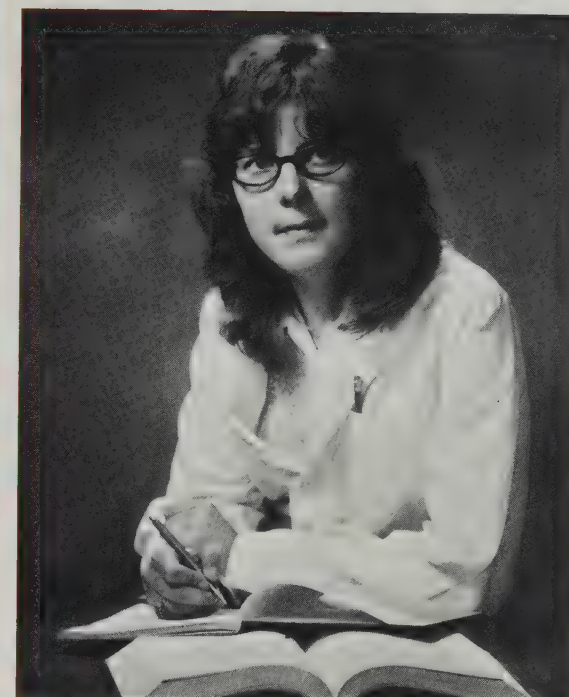
Although James feels he "hasn't lived long enough yet" to comment on life in general, he says, "so far it's been great – a little traumatic at times, but on the whole . . . great!"

Robert Austin Wytsma

The other Westerner to win a scholarship this year is Robert Wytsma, 18-year-old son of Ted Wytsma – a landman with the Exploration and Production Department in Calgary, and his wife Joyce.

A graduate of Sir Winston Churchill Senior High with 91.4 percent average

Robert Austin Wytsma



Valerie Gail Dotto

in five subjects, Robert is pursuing a B.Sc. degree with honors in physics or astrophysics at the University of Calgary.

"Through these courses I hope to make a decision on an eventual career," he says, "and at the moment it looks as though I'll go into meteorology or astrophysics where I feel I can make a contribution."

Robert's scholastic achievements to date also include: student-of-the-week representative through an Alberta newspaper-sponsored program; student-of-the-year for Calgary; team member of the TV panel Reach for the Top; successful competitor in mathematics and physics; and participation on the student council.

"Education helps the individual, his society and mankind," says the young student. "It enables us to become better citizens and gain a better understanding of life."

Robert believes there is a purpose in life for each individual. "There are many complexities in life, and trying to understand them will hopefully enable me to become a better person."

Although many of the younger generation have negative feelings towards society at large, Robert believes "things are not really all that bad." He agrees there are flaws, but "people must strive to correct them and must actively participate in society to make it work."

In his spare time, Robert's interests lean mainly towards sports. Throughout high school he was active in track and basketball and enjoys hockey and golf. He also plays piano and will challenge anyone to a chess game.

Valerie Gail Dotto

One of this year's two girl scholarship winners, 18-year-old Valerie Dotto, has an interesting philosophy on life.

The daughter of Port Moody Refinery #1 operator Valentino Dotto and his wife Cecile, says, "if you have a positive attitude towards anything you undertake, you cannot possibly achieve anything but success. A faith in God can move mountains and overcome any problems you will ever have."

Valerie practices what she preaches. A consistent honor student and award winner, she graduated from Nanaimo District Secondary School with a 93 percent average. Interested in biology and chemistry, she has chosen a science program with honors in biochemistry at the University of British Columbia. "I hope to go into research after receiving my doctorate," she says, "but before that I'll take an assistant position in research to gain some experience."

Although the young student believes school education is necessary, she feels, "the ability to think for yourself is lost because you're constantly told what to do and how to do it from the earliest grades."

Outside of school, Valerie describes herself as an avid hockey and basketball spectator, and enjoys swimming and skating. "I'm also involved in church work, and last year had the privilege of teaching a Sunday school class," she comments.

Valerie doesn't mind honest criticism of young people. "I find that young adults like myself are as intolerant of those who don't dress, act or think as we do – just as some parents are. As we mature I hope we learn to accept people for what they are."

Commentator's 1972 Collection of

Contemporary Cards

to the Health Services Section

You've warned us all 'gainst smoking
And of excessive drink
Each year we have an X-ray
To keep us in the pink
But if our health concerns you
We plead: Change your criteria
And make a study of the food
Served in the cafeteria

TO THE MARKETING DEPARTMENT

Around the laden festive board
All Good Gulf families gather
And in a reverent attitude
Give thanks unto their sponsor
This year there's no doubt who that is
As all throughout the land
Employees sit expectantly
Seville Flatware in hand
Then comes the moment waited long
By every famished diner
What nobler sight than turkey served
On Banbury Inn Fine China
So hail to all Gulf marketers
The lads and all the lasses
We drink a toast to all of you
From brimming Amherst glasses

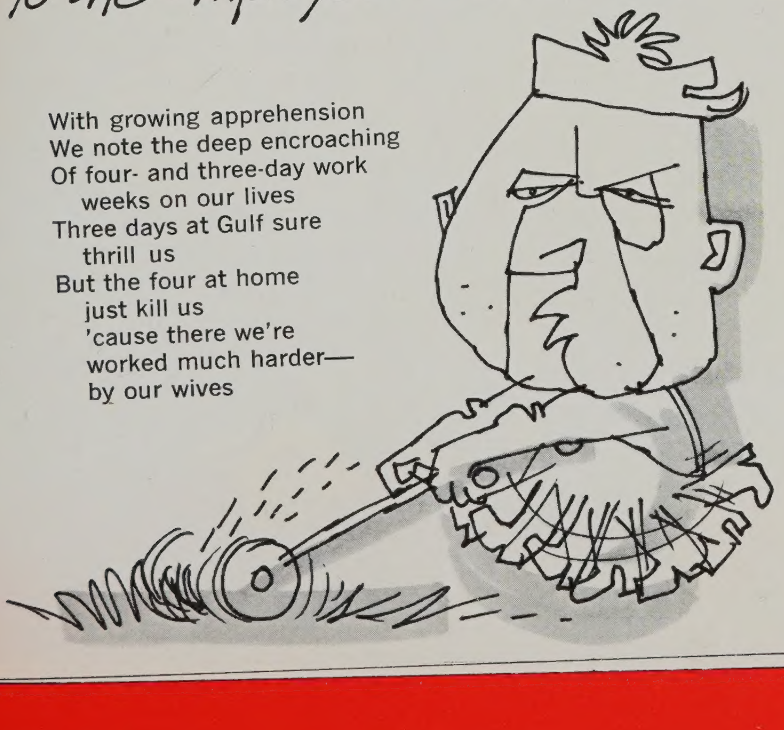
To Gulf Realty

Haligonians live high on broad Quinpool Road
Montreal's swank, new building looks swell
Calgarians have their plush Elveden House
And Vancouver, MacMillan Bloedel
But Head Office, opened in spring, '51
In comparison long since lacked class
As her children each entered the social elite
She became quite a dowdy old lass
But now the old dear has a new lease on life
Having finally shed her restraint
Warm carpeting covers her drab, foot-worn floors
And her walls have a fresh coat of paint
While she still lacks the class of a Place Ville Marie
Or resides in the best part of town
At least she can hold up her head once again
This matriarch of the Gulf clan

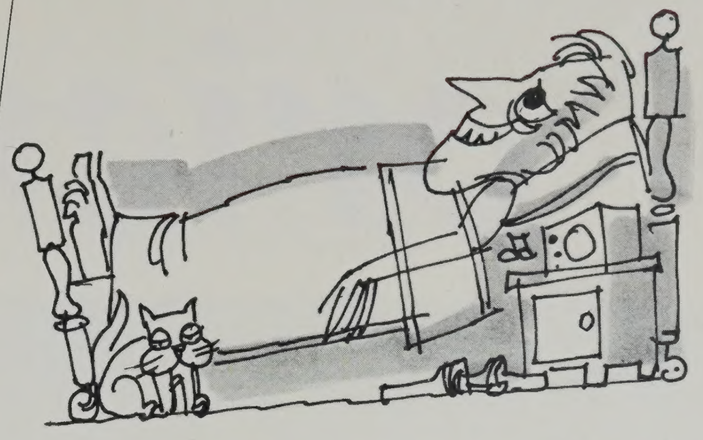
TO THE ENVIRONMENTAL AFFAIRS COMMITTEE

The seas are clean at Tupper
The air at Montreal
At Edmonton they pump the waste
Into a mile-deep well
At Calgary and Clarkson
The sun shines from clear skies
While in B.C. a tall, strong fence
Keeps in Port Moody's noise
No aromatics ride the breeze
Near Kamloops' tallest tower
The creek at Moose Jaw's been restored
Each gas plant scrubs its sulphur
No petro plant pollutes the air
No oil well blights the land
We're even going to take the oil
From Athabasca sand
For pristine air and water
And muffling Moody's screech
Our thanks, but Athabasca
Will never be a beach.

To the Employee Relations Dept.



With growing apprehension
We note the deep encroaching
Of four- and three-day work
weeks on our lives
Three days at Gulf sure
thrill us
But the four at home
just kill us
'cause there we're
worked much harder—
by our wives



TO THE GRADS

It's a few months now since you retired
And turned your work over to me
And while, to this point, I've been able to cope
You're in my thoughts constantly
When faced with a problem my mind turns to you
You've the answer, no doubt, in your head
And I pick up the phone to call you, *but don't*
'cause I know you're still lying in bed.

To The Shareholders

Eight hours a day, five days a week
Twelve months with little rest, sir
We've worked to turn a profit for
Each modest stock investor
And now the year is ending fast
We'd like to ease your yearnings
From us to you this joyous day
Some record year-end earnings

orientation

1

Visiting in Peking last summer, federal minister of Industry, Trade and Commerce Jean Luc Pepin invited his hosts back for a first-hand look at Canadian industry. First to take him up on his offer was a mining mission. More recently, a high-ranking 17-man delegation from the People's Republic of China arrived for a coast-to-coast look at Canada's petroleum industry.

Headed by Tang Ke, vice-minister of the ministry of Fuels and Chemicals, the group landed at Ottawa, September 18, then divided to cover areas of individual interest.

Several Gulf Canada installations – Chemicals' Varennes plant, Edmonton and Clarkson refineries and the APPLE pipeline facilities – were included in the itinerary due, in part, to the initiative and improvisation of former Company employee Phil Hooper, now with Energy, Mines and Resources.

The Chinese also saw an offshore drilling rig in the Atlantic and the Syncrude tar sands project at Fort McMurray.

Varennes' manager Bill Coote reported that the Chinese were intensely interested in Canadian technology, especially research. Head Office Refining engineer John Wang, translator for the Edmonton and Clarkson refinery tours, saw the visitors as highly knowledgeable in petroleum processing.

Meanwhile, Chemicals' Ste. Therese plant manager Gaston Legare was hosting visitors from Nationalist China. Chao Ting-Tsung, chairman of Gulf Corporation affiliate China Gulf Plastics, and marketing vice-president Rex K. Waung dropped in during a business trip to North America.

1. Chinese engineers Hsi Wen-Chao (l) and Chu Ta-Shou take notes on Edmonton control room instrumentation.

tour

2. Edmonton operations manager Bob Dean (r) explains control room operation to Chinese delegation including mission head Tang Ke (l).

2

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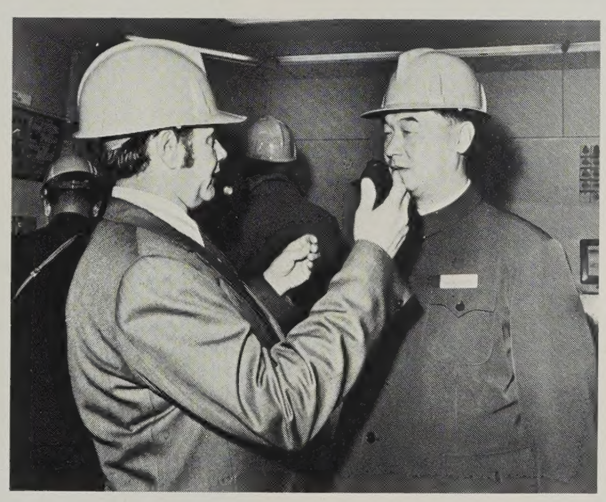
4



3. Gulf Canada engineer John Wang (r) explains technicality to Wu Chin-Cheng (l), Huang Wei.

4. Refinery manager Gord Docken uses hands to bridge the language gap with Chao Sheng-Chen, chief drilling engineer, ministry of Fuels and Chemical Industries.

The staff of Commentator and reporters across Canada
join in wishing every reader the compliments of the season and
every best wish for a happy and prosperous 1973.